Drug & Cosmetic INDUSTRY

AUGUST, 1949

FEATURE ARTICLES • •

SUBPOENA POWER UNDER F.D.C. ACT		146
PRODUCT HANDLING AT MYERSTOWN		148
A LABORATORY VIEW OF CONTROL SYSTEMS	P. C. Wieseman	150
PRODUCTS FOR CHIROPODISTS	M. A. Lesser	152
HOW WE RUN A SALES MEETING!	Frank H. Pratt	155
NEW DEVELOPMENTS IN FIBRE CONTAINERS	J. D. Malcolmson	156
MANICURE PREPARATIONS	Harry Hilfer	158
BRITAIN'S COSMETIC GROWTH	A. Shepherd	160
EMPLOYEES AND PATENT RIGHTS	Thomas Cifelli, Jr.	161

DEPARTMENTS • •

KEEPING POSTED	Thomas R. Farrell	141
PACKAGING & SELLING	Frazer V. Sinclair	163
NEWS	Justus W. Matthaei	175
PRODUCTION FORUM	Francis Chilson	187
PATENT THOUGHTS AND TRENDS	Thomas Cifelli, Jr.	196
YOUR TRADE-MARK RECORD	John H. Graham	199
COMPOUNDER'S CORNER	Milton A. Lesser	204
READERS' QUESTIONS	Milton A. Lesser	207
ADVANCING THERAPY	Milton A. Lesser	208
PERFUMER'S SHELF	Milton A. Lesser	212
ABREAST OF THE MARKETS	Harry G. Kelbly	215
INDUSTRY'S BOOKS	Harry G. Kelbly	220

THOMAS R. FARRELL, Editor
ELMER SHEETS, Managing Editor
FRANCIS CHILSON, Production Consultant
M. A. LESSER, Technical Editor
HARRY G. KELBLY, Raw Material Editor
JUSTUS W. MATTHAEI, News Editor
HILDA C. McCOLLOM, Art Director

The Drug and Cosmetic Industry is published monthly by Drug Markets, Inc., Frazer V. Sinclair, President and Treasurer, Thomas R. Farrell, Vice-president and Secretary. Publication Address, 28 Renne Ave., Pittsfield, Mass., U. S. A. Editorial and General Office, 101 West 31st St., New York 1, N. Y., U. S. A.

Business Manager, Frazer V. Sinclair; Advertising Representatives, P. W. Alexander, Walter M. Brauneiss, C. R. Keeley, Dwight H. Early, 100 No. LaSalle St., Chicago 2; Production Manager, Katherine Hyde; Circulation Manager, Harry G. Kelbly.

Subscription price—$3.00 a year, in advance, Foreign Countries, $5.00. Single copies, 35c; Back issues, 50c. Entered as Second Class Matter, January 1, 1928, at the Post Office at Pittsfield, Mass., under the Act of March 3, 1879. Member of Audit Bureau of Circulations.

Contents Copyrighted 1949 by Drug Markets, Inc.

Drug & Cosmetic INDUSTRY

AUGUST, 1949

FEATURE ARTICLES • •

SUBPOENA POWER UNDER F.D.C. ACT		146
PRODUCT HANDLING AT MYERSTOWN		148
A LABORATORY VIEW OF CONTROL SYSTEMS	P. C. Wieseman	150
PRODUCTS FOR CHIROPODISTS	M. A. Lesser	152
HOW WE RUN A SALES MEETING!	Frank H. Pratt	155
NEW DEVELOPMENTS IN FIBRE CONTAINERS	J. D. Malcolmson	156
MANICURE PREPARATIONS	Harry Hilfer	158
BRITAIN'S COSMETIC GROWTH	A. Shepherd	160
EMPLOYEES AND PATENT RIGHTS	Thomas Cifelli, Jr.	161

DEPARTMENTS • •

KEEPING POSTED	Thomas R. Farrell	141
PACKAGING & SELLING	Frazer V. Sinclair	163
NEWS	Justus W. Matthaei	175
PRODUCTION FORUM	Francis Chilson	187
PATENT THOUGHTS AND TRENDS	Thomas Cifelli, Jr.	196
YOUR TRADE-MARK RECORD	John H. Graham	199
COMPOUNDER'S CORNER	Milton A. Lesser	204
READERS' QUESTIONS	Milton A. Lesser	207
ADVANCING THERAPY	Milton A. Lesser	208
PERFUMER'S SHELF	Milton A. Lesser	212
ABREAST OF THE MARKETS	Harry G. Kelbly	215
INDUSTRY'S BOOKS	Harry G. Kelbly	220

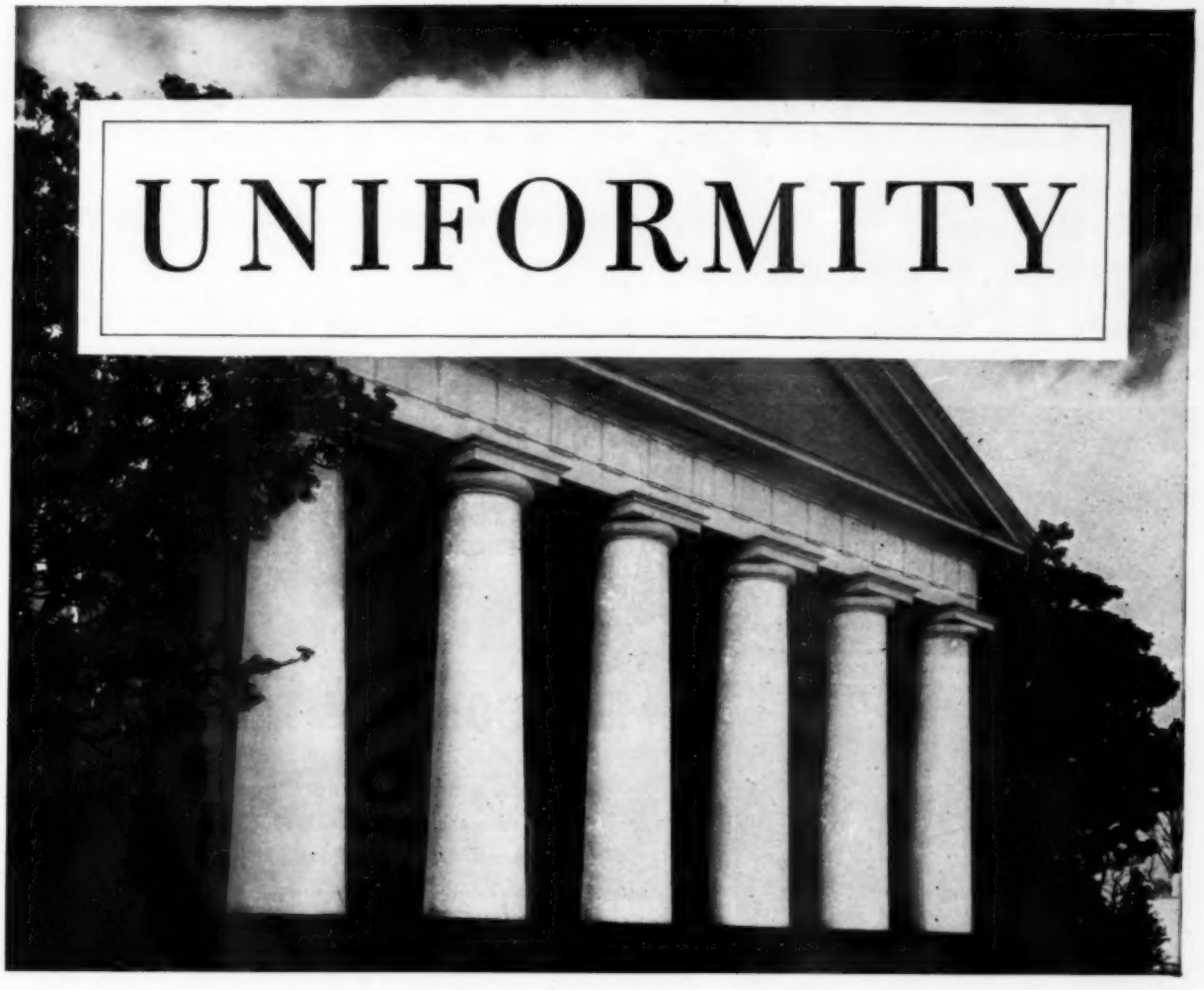
THOMAS R. FARRELL, Editor
ELMER SHEETS, Managing Editor
FRANCIS CHILSON, Production Consultant
M. A. LESSER, Technical Editor
HARRY G. KELBLY, Raw Material Editor
JUSTUS W. MATTHAEI, News Editor
HILDA C. McCOLLOM, Art Director

The Drug and Cosmetic Industry is published monthly by Drug Markets, Inc., Frazer V. Sinclair, President and Treasurer, Thomas R. Farrell, Vice-president and Secretary. Publication Address, 28 Renne Ave., Pittsfield, Mass., U. S. A. Editorial and General Office, 101 West 31st St., New York 1, N. Y., U. S. A.

Business Manager, Frazer V. Sinclair; Advertising Representatives, P. W. Alexander, Walter M. Brauneiss, C. R. Keeley, Dwight H. Early, 100 No. LaSalle St., Chicago 2; Production Manager, Katherine Hyde; Circulation Manager, Harry G. Kelbly.

Subscription price—$3.00 a year, in advance, Foreign Countries, $5.00. Single copies, 35c; Back issues, 50c. Entered as Second Class Matter, January 1, 1928, at the Post Office at Pittsfield, Mass., under the Act of March 3, 1879. Member of Audit Bureau of Circulations.

Contents Copyrighted 1949 by Drug Markets, Inc.



Build your products around the uniformly high quality of...

U. S. P. WHITE OILS

Standard's U. S. P. White Oils are absolutely pure and unvarying in quality.

They meet or exceed the requirements of U. S. Pharmacopoeia XIII—Stanolind Liquid Paraffin Heavy, Merusol White Mineral Oil, Superla White Mineral Oils—Saybolt Universal Viscosities ranging from 85 to 345 seconds at 100° F.

TECHNICAL WHITE OILS

Superla White Rose Oil
Extra White Rose Oil
Premier White Oil
White Rose Oil
Acme White Oil
Eureka White Oil

Saybolt Universal Viscosities ranging from 50 to 100 seconds at 100° F.

STANDARD'S WHITE OILS PETROLATUMS

PETROLATUMS

Stanolene (the premium white petrolatum)
Stanolind Petrolatum Snow White
Stanolind Petrolatum Lily White
Stanolind Petrolatum Cream White
Stanolind Petrolatum Golden Topaz
Stanolind Petrolatum Topaz
Stanolind Petrolatum Amber
Stanolind Petrolatum Red Veterinary
Stanolind Petrolatum Dark

STANDARD OIL COMPANY (INDIANA)

910 South Michigan Avenue **Chicago 80, Illinois**

QUOD ERAT DEMONSTRANDUM

("which was to be demonstrated")

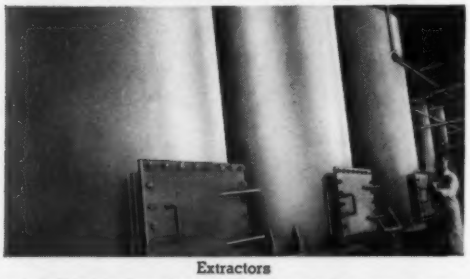
That "which was to be demonstrated" *has been demonstrated over the years*

PENICK OPTIMO DRUG EXTRACTS

are preferred by a growing majority of Pharmaceutical Manufacturers for the following demonstrated reasons:—

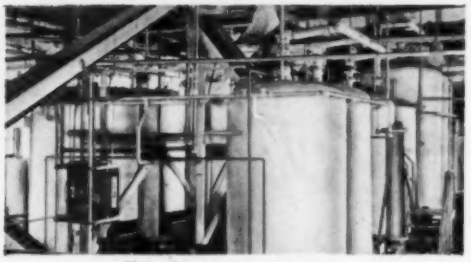
One of our modern manufacturing plants

QUALITY: OPTIMO DRUG EXTRACTS minimize the natural variations of crude botanicals and aid in standardizing the physical appearance and quality of finished pharmaceuticals;



Extractors

ECONOMY: Volume production of OPTIMO DRUG EXTRACTS makes for economy of cost relative to crude drug prices in the preparation of finished pharmaceuticals. OPTIMO DRUG EXTRACTS permit ease of handling, also saving and cleanliness of storage space;



Unit of extraction equipment

DEPENDABILITY: Vacuum extraction; careful standardization of drug and alkaloid strength; retention of the full, natural value of starting drug; laboratory control and uniform high quality—all go into making these truly OPTIMO products.

There is an OPTIMO SOLID OR POWDERED EXTRACT for every drug need. Please write us for samples and prices for those that may be of interest to you.

OPTIMO DRUG EXTRACTS, ALKALOIDS, GLYCOSIDES & RELATED PLANT PRINCIPLES

SOLID • POWDERED • FLUID

In bulk only, for manufacturing use.

S. B. PENICK & COMPANY

50 CHURCH STREET, NEW YORK 7, N. Y.
Telephone COrtlandt 7-1970

735 WEST DIVISION STREET, CHICAGO 10, ILL.
Telephone MOhawk 4-5651

BOTANICAL DRUGS • MEDICINAL CHEMICALS • ESSENTIAL OILS • AROMATIC CHEMICALS

Gives better control OF CONSISTENCY IN NASAL JELLY

Another use of Kraystay, the pure vegetable stabilizer Kraft makes from carrageenin

Just the right body—not too firm, not overly thin—is mighty important in nasal jellies to make application easy, even and thorough.

Kraystay, in combination with glycerin or the glycols, provides exceptionally fine control in obtaining products of *any desired consistency.*

Kraystay demonstrates still another virtue in the preparation of medicinal jellies . . . *it is a demulcent in itself!*

A finer stabilizer . . . with many uses!

In varied proportions, Kraystay will show unusual stabilizing, emulsifying, thickening, suspending or gelling properties in cosmetics and pharmaceuticals of medium or low acidity.

Kraystay 16-8 is an excellent base for emulsions or pastes. When you add potassium chloride, it retains high gel strength at temperatures up to 240° F. Kraystay 16-14 combines low viscosity with excellent gel strength.

To find out more about Kraystay, call or write Kraft today. Kraft Foods Company, Dept. DC-16, 500 Peshtigo Court, Chicago 90, Ill.

NEW! NEW!

Two new additions to the Kraft line of quality stabilizers:

Kraft Blue Label edible Algin

Kraft Blue Label non-edible Algin.

GELOSE FROM THE SEA! The clear, pure vegetable gelose used in making Kraystay comes from these minute fronds of edible Irish moss. Taken from the cold ocean floor, they form the basis of this consistently efficient stabilizer whose uniform high quality is guarded by modern, scientific laboratory controls.

KRAYSTAY MADE BY KRAFT

A NEW DEVELOPMENT IN VEGETABLE STABILIZERS

For More Stable Emulsions

Carefully refined and bleached from the world's finest grades of crude beeswax, Beehive Brand Beeswax is chemically tested for purity and quality. It is valuable especially in cosmetic creams, toilet preparations, pomades and ointments where stable emulsions of fine texture and attractive appearance are desirable.

Practical experience proves that Beehive Brand Beeswax is more economical in the long run because it consistently produces emulsions that are stable and reliable under varying conditions of storage. We strongly recommend the use of the pure wax, though we are prepared to fill orders for beeswax compounds or synthetics, adjusted to the requirements of any manufacturer.

Write today for folder giving complete information.

WILL & BAUMER
Candle Co., Inc.

Syracuse, N. Y. Est. 1855

Spermaceti Ceresine Red Oil Yellow Beeswax
Composition Waxes Stearic Acid Hydistear

PERFUME
IS AN OLD INDIAN TRICK

In ancient India, Cupid was an ingenious fellow. Armed with a sugar-cane bow, he put perfume in hearts and the light in lovers' eyes by shooting arrows tipped with fragrant blossoms. Modern cupids put his marksmanship to shame with *enduring* flower fragrances —in perfumes compounded with *alcohol.*

The finest perfumes require the finest alcohol—CSC Rossville Hexagon Cologne Spirits. Hexagon is unsurpassed in quality, clarity, purity, uniformity, and freedom from foreign odor.

The fine CSC Rossville Alcohols satisfy the exacting needs of the cosmetic, pharmaceutical, and industrial fields.

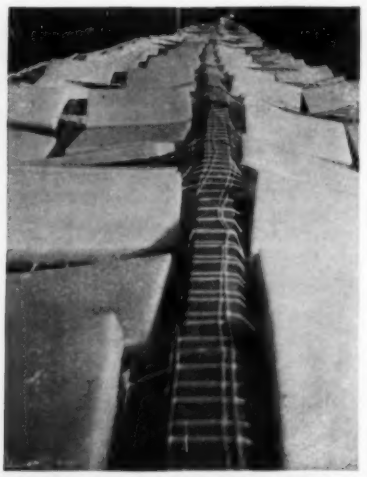
Rossville Hexagon* Cologne Spirits
Rossville Algrain* Alcohol U. S. P.
Rossville Gold Shield* Alcohol U. S. P.
Rossville Alcohol (Specially Denatured)
Rossville Anhydrous Alcohol
*Reg. U. S. Pat. Off.

Commercial Solvents Corporation
17 EAST 42ND STREET, NEW YORK 17, N. Y.

Snowflake BRAND *White Sun Bleached* BEESWAX U.S.P.

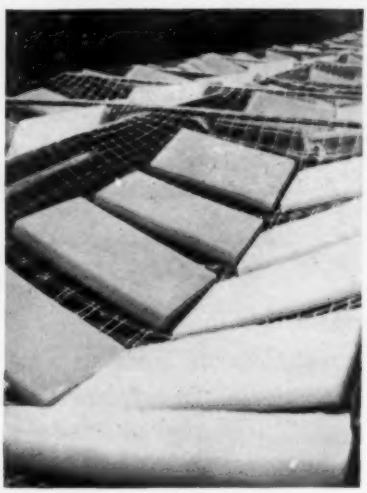
CHOICE OF THE DISCRIMINATING

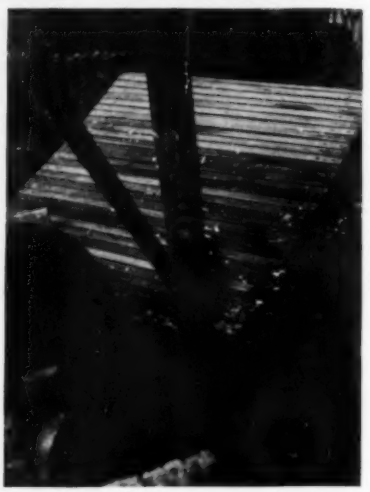
1 *Flake beeswax on canvas exposed to bleach in sun and air.*



2 *Beeswax slabs on nets exposed to bleach in sun and air*

3 *Final stages of Beeswax slabs exposed to bleach in sun and air.*





4 *Beeswax Flaking and Ribbon Machine.*

Bleaching Beeswax exposed to sun and air is perhaps the most ancient of all industries.

Serving the Cosmetic and Pharmaceutical Trades for 69 Years

Snowflake Brand White Beeswax U.S.P. is endorsed by the cosmetic, drug and chemical professions for purity and whiteness
Toilet cold cream manufacturers whose requirements are most discriminating emphasize its perfection.
Stocks carried at all branch offices. Write for samples and prices.

E. A. BROMUND CO.

Established 1880

Bleachers and Refiners of Beeswax • Spermaceti • Ceresine • Yellow Beeswax • Ozokerite
Carnauba • Composition Waxes • Stearic Acid

258 BROADWAY, NEW YORK 7, N. Y.

Representatives: Frank B. Tracy, 201 N. Wells Bldg., Chicago, Ill.; C. L. Iorns Co., 216 S. Seventh St., St. Louis, Mo.; R. Peltz Co., Drexel Bldg., Philadelphia 6, Pa.; C. J. McAvoy Co., 364 S. Front St., Memphis 3, Tenn.; Hawxhurst & Co., San Francisco and Los Angeles, Calif.

FROM ANESTHETICS

TO ANTI-FRECKLE CREAMS

Nothing takes the place of Glycerine

In the manufacture of pharmaceuticals (local and parenteral anesthetics are examples) . . . and in the preparation of cosmetics (like the creams and lotions that help dissolve the pigments in freckles)—glycerine's usefulness is constantly increasing. And here's why—

Glycerine's combination of physical and chemical properties can be matched by no other product. Glycerine is a carrier . . . a solvent . . . a softener . . . an emollient . . . a humectant . . . a preservative. It's safe. It's edible. It's nutritious. It can be applied, in proper dilutions, to *any* part of the body.

"When we're stumped," a leading chemical consultant writes, "we always try glycerine. You'd be surprised how often it works."

That's why—in the pharmaceutical, cosmetic and almost every industry—*Nothing takes the place of glycerine!*

GLYCERINE PRODUCERS' ASSOCIATION
295 Madison Avenue
NEW YORK 17, N. Y.

Technical GLYCERINE NEWS

GLYCERINE SECTIONS OF BEILSTEIN TRANSLATED! Now available for the first time, an English translation of the Glycerine Sections of Beilstein's famous *Handbuch der Organischen Chemie* (4th Edition). Complete in *one* volume entitled "GLYCERINE AND SOME GLYCERINE DERIVATIVES." Publication authorized by the Attorney General of the United States. Compiled and edited by Dr. R. N. Du Puis, Dr. C. S. Miner, Jr. and J. B. Segur—long acknowledged as authorities in the field of Glycerine and its properties. Amassed in its 210 pages are an unusually large number of Glycerine derivatives with extensive cross-references. Also included are a complete table of contents and a detailed index of the derivatives and fatty acid esters of Glycerine. A timely, comprehensive volume for your chemical reference library. Order from the Glycerine Producers' Association enclosing $2.50 (check or money order) for each copy.

★ ★ ★

TO STABILIZE PENICILLIN AEROSOLS, the addition of a small quantity of glycerine to a penicillin solution is recommended by a group of investigators. (D-13)

★ ★ ★

AN ABRASIVE-FREE FABRIC-BASE RAZOR STROP can now be made with a new chemical composition, according to a recent patent. The composition is said to contain beeswax, creosote, cresylic acid, an aryl-phenol, and glycerine among other ingredients. (D-14)

★ ★ ★

A NEW MATERIAL FOR MEDICINAL CAPSULES is described as containing hydrolized gluten, mineral oil, gelatin, glycerine and water. (D-15)

★ ★ ★

STABLE EMULSIONS OF OIL AND GLYCERINE can now be obtained by the addition of a small amount of prolamine as an emulsifying and stabilizing agent, a recent patent states. (D-16)

GLYCERINE PRODUCERS' ASSOCIATION, DEPT. 11
295 MADISON AVENUE
NEW YORK 17, N. Y.

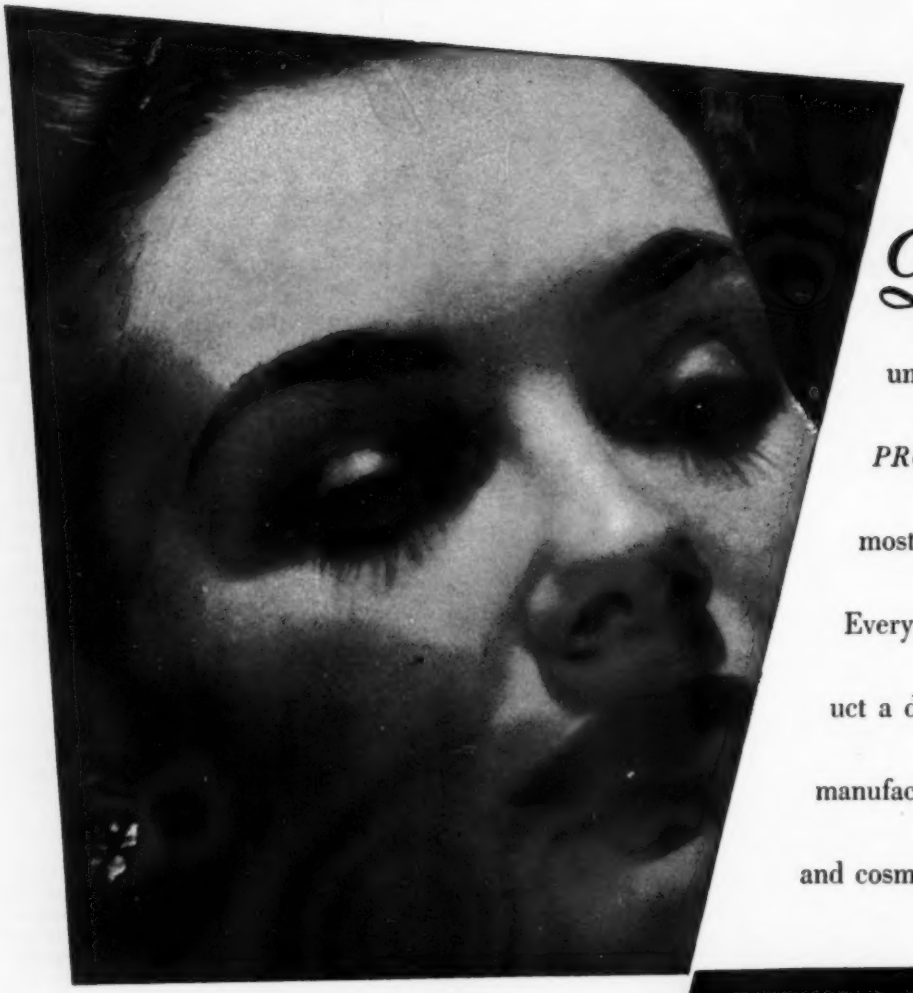
I should like to receive information on the source of the items appearing in **Technical Glycerine News.** I have checked below those items which interest me.

☐ D-13 ☐ D-14 ☐ D-15 ☐ D-16

NAME.....

COMPANY.....

ADDRESS.....



QUALITY based on unceasing research . . . *PRODUCTION* under the most exacting control . . . Every *SYNTOMATIC* Product a distinctive asset in the manufacture of your perfumes and cosmetic preparations.

AROMATICS

ESSENTIAL OILS

PERFUMERS MATERIALS

SYNTOMATIC CORPORATION

114 EAST 32nd STREET • NEW YORK 16, N. Y. • MURRAY HILL 3-7618

These Formulas of the Month

demonstrate special vanishing cream effects . . .

Formula No. 1 shows how Atlas emulsifiers make possible a cream in which lemon juice, dilute citric acid or other mild acids can be incorporated. Since Atlas emulsifiers are compatible with mildly acidic materials, such acids may be added to this formula (replacing a like amount of water) to match the pH of the skin, completely avoiding any tendency to skin sensitization due to alkalies.

In Formula No. 2, Sorbo (pure D-sorbitol solution) does more than merely give long shelf life. Here the formulator employs a slightly larger amount than usual. By so doing, he is able to obtain a pleasingly natural, smooth and creamy emollient effect, incorporated in a cream which is firm in the jar and yet richly soft on application. In addition, Sorbo performs its usual function of permitting a smooth emulsion inversion of the cream on application—from O/W to W/O, from a firm cream to a virtual liquid on the skin.

FORMULA NO. 1—O/W VANISHING CREAM

A	Stearic Acid (triple pressed)	10.0%
	Arlacel 60 (Atlas emulsifier)	5.2%
	Arlacel 80 (Atlas emulsifier)	1.0%
	Tween 60 (Atlas emulsifier)	2.8%
B	Water	81.0%
	Preservative	q.s.
C	Perfume	q.s.

Preparation: Add (A) at 80° C., to (B) at 85° C., with rapid stirring. Perfume at 50° C. Pour at 45° C.

FORMULA NO. 2—O/W VANISHING CREAM

A	Stearic Acid (triple pressed)	15.0%
	Isopropyl palmitate	2.0%
B	Potassium Hydroxide	1.0%
	Sorbo (Atlas D-sorbitol solution)	18.3%
	Water	63.7%
	Preservative	q.s.
C	Perfume	q.s.

Preparation: Heat (A) to 80° C. Heat (B) to 82° C. Add (B) to (A) slowly under continuous agitation. Continue agitation to 45°-50° C. Perfume and package.

CHEMICALS ATLAS EXPLOSIVES

ATLAS

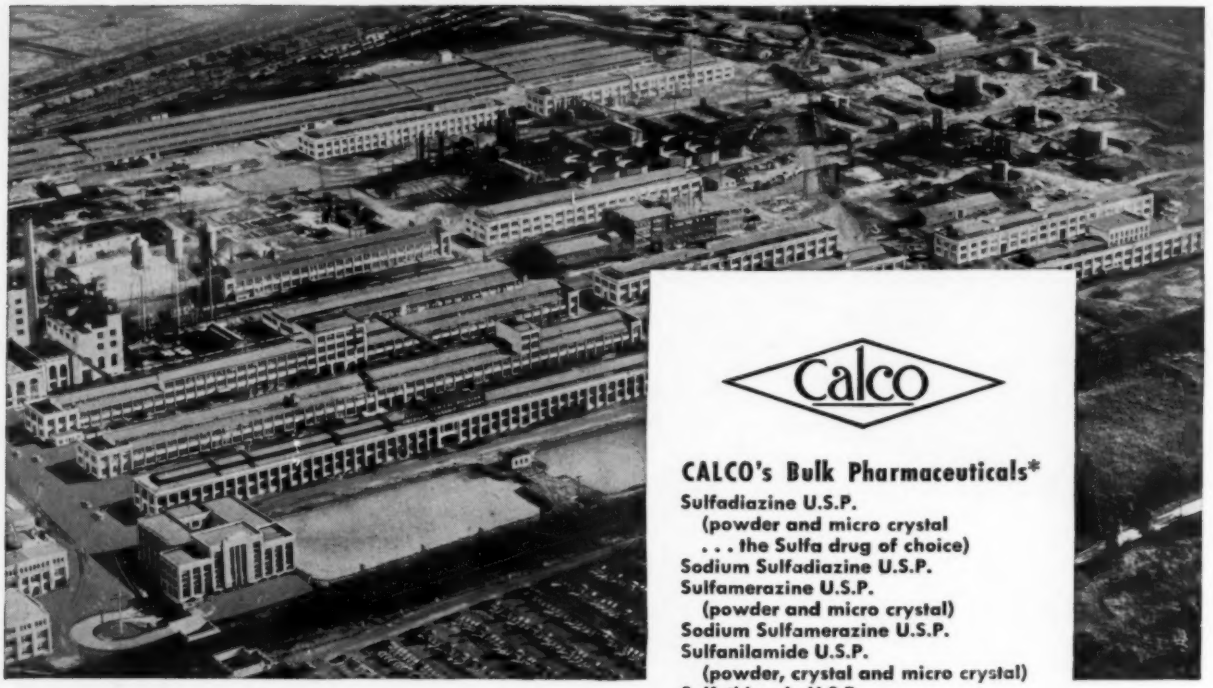
Investigate the advantages of adapting the many variations of these formulas to your own use. And write for a copy of the valuable Atlas book DRUG AND COSMETIC EMULSIONS, which will help keep you abreast of newest developments in cosmetic chemistry. Scores of formulas and helpful production hints are included. Samples of Atlas materials are available for your evaluation, of course.

INDUSTRIAL CHEMICALS DEPARTMENT

Arlacel, Sorbo and Tween—Reg. U. S. Pat. Off.

ATLAS POWDER COMPANY, WILMINGTON 99, DELAWARE • OFFICES IN PRINCIPAL CITIES • CABLE ADDRESS • ATPOWCO

Let CALCO supply you SULFA DRUGS



CALCO, in its great plants at Bound Brook, N. J., produces a wider range of SULFA DRUGS than any other manufacturer in the world. In these giant-capacity plants, rigid inspection from laboratories through to finished big-scale production assures a uniform high excellence of quality and an assured source of supply. This is why you will find it advantageous to look to CALCO for these sulfonamides:

SULFADIAZINE U.S.P.

"King of the Sulfonamides"

Powder . . . or . . . Micro Crystal

Sodium Sulfadiazine U.S.P.
Sulfamerazine
Sodium Sulfamerazine
Sulfanilamide U.S.P.
(powder, crystal, micro crystal)
Sulfathiazole U.S.P.
(powder, crystal, micro crystal)
Sodium Sulfathiazole U.S.P.
Sulfapyridine U.S.P.
Sodium Sulfapyridine

Detailed technical bulletins are available on all these products and CALCO'S Technical Application Department will welcome the opportunity to assist you in the development of special formulae.

Represented in Canada by Calco Chemical Division
North American Cyanamid, Limited
P. O. Box 10, St. Lambert, Montreal 23, P. Q.
Royal Bank Bldg., Toronto 1, Ontario

Calco

CALCO's Bulk Pharmaceuticals*

Sulfadiazine U.S.P.
(powder and micro crystal
. . . the Sulfa drug of choice)
Sodium Sulfadiazine U.S.P.
Sulfamerazine U.S.P.
(powder and micro crystal)
Sodium Sulfamerazine U.S.P.
Sulfanilamide U.S.P.
(powder, crystal and micro crystal)
Sulfathiazole U.S.P.
(powder, crystal and micro crystal)
Sodium Sulfathiazole U.S.P.
Sulfapyridine N.F.
Sodium Sulfapyridine
Sulfabenzamide
Sodium Sulfabenzamide
Aminoacetic Acid N.F.
Calcium Pantothenate (Dextro)
Choline Chloride
Choline Dihydrogen Citrate
Cinchophen N.F.
(and Sodium Salt)
Folic Acid
Neocinchophen U.S.P.
Mandelic Acid N.F.
Calcium Mandelate U.S.P.
Menadione U.S.P.
Methylene Blue U.S.P.
(powder and crystal)
Nicotinic Acid U.S.P.
Nicotinamide U.S.P.
Nicotinamide HCl.
Pyridoxine HCl.
Saligenin
Propylthiouracil
Phenothiazine N.F.
(Regular and Drench grades for Veterinary use)
Certified Colors for Pharmaceutical and Cosmetic Use

*In keeping with long-established policy, the above products are offered to ethical Pharmaceutical and Veterinary Manufacturers only

PHARMACEUTICAL DEPARTMENT · CALCO CHEMICAL DIVISION

AMERICAN Cyanamid COMPANY

BOUND BROOK, N J

STANTON LABORATORIES

STANTON'S THIOGLYCOLATES

AMMONIUM AND SODIUM SALTS

These products serve the top manufacturers of cold permanent wave products, and are highly desired as they come well within the required standards and specifications recently created for the trade.

Additional refinements, such as superior odor, water-white color and a complete absence of certain metallic salts, guarantee even better results than can be obtained with the ordinary ingredient.

Our automatic, continuous process plant now in top-running capacity assures a never-failing source of supply which is so necessary to an industry which runs to high volume.

Stanton's Thioglycolates are economical, effective and efficient.

STANTON LABORATORIES, INC.

(Plant and Main Office) 227 Krams Avenue, Philadelphia 27, Pa.

How long will your products *stay salable?*

To eliminate costly losses due to unstable or impure bases, build your drug and cosmetic products on pure Penn-Drake petroleum bases. Because they are perfectly pure . . . *and do not deteriorate* . . . you may be sure your products will stay salable until they are sold.

PENN-DRAKE WHITE OILS

Odorless, tasteless and colorless, Penn-Drake White Oils are free from all acids, alkalies and other impurities that cause your finished products to deteriorate with age. A complete line of highest quality U.S.P. White Oils as well as a series of Technical Grade White Oils are offered.

PENN-DRAKE PETROLATUMS

Pure Penn-Drake Petrolatums resist oxidation, light and heat; and there is absolutely no odor or rancidity to cover up. Furnished in all grades and colors from super-white to dark green, they are extremely low in unsaturated hydrocarbons and have superior smoothness and blending qualities.

PENN-DRAKE SPECIALIZED SERVICE

If you need petroleum products that are "slightly different," let Penn-Drake follow your specifications (and help you write them too) in providing such special qualities as: White Oils with specific pour points and viscosities; Petrolatums with special melting points or colors. Your exact specifications are followed every time, assuring you of uniformity with every order.

penn drake products

PENNSYLVANIA REFINING COMPANY

GENERAL OFFICES: BUTLER, PENNSYLVANIA

Refinery at KARNS CITY, PENNSYLVANIA

Branches: Cleveland, Ohio; Edgewater, N. J. ***Representatives in Principal Cities***

MAKERS White Oils (U.S.P. and Technical); Petrolatums (all grades and colors); INSECTI-SOL (deodorized insecticide base); Deodorized and other Naphthas; Petroleum Sulfonates; Waxes; Industrial and Motor Lubricants and Greases; Fuel Oils, and other petroleum products.

Wanted:

I want a job selling perfumes and cosmetics.

I know the cities and towns where these products are sold in worthwhile volume, where all the capable, energetic retail sellers of cosmetics are located, and where the sales expense of calling will return a profit.

When I enter the store of any of these retailers, I am sure of a welcome based on long, friendly associations. I know the folks who do the buying; more important I know the folks who do the selling. I know how to get the attention of these folks, how to get my story over without stepping on anyone's toes.

I want to do more than just send you an order which would only mean that your goods are at rest in that store. I like to sell and my idea of selling is to keep your goods moving through the store to Miss and Mrs. Public.

I would expect you to give me a clear, concise story of your product—its quality, competitive advantages and selling points. I would need to know your advertising program, so that I can build up in the mind of these retail folks the expectation of substantial consumer interest. I want also to know about your company policies so that I can win friendly admiration for your products and your company.

I can sell perfumes and cosmetics because I know the people who in turn sell them to the public.

Let me carry the kind of message which encourages retail display for your product and friendly, informed selling behind the counter and you will soon see results in increased retail orders.

I have been selling perfumes and cosmetics for over 33 years. Any good retailer will give you a reference.

My name is BEAUTY FASHION:

Do you need a top-notch, tested, retail salesman?

ESTAX EMULSIFIERS

(TYPICAL SELECTION)

ESTAX 1 Pentaerythritol Monostearate: Foundation Creams

ESTAX 5 Glyceryl Monostearate: Vanishing Creams

ESTAX 6 Diethylene glycol stearate: Foundation Creams

ESTAX 20 Propylene Glycol palmitate: Brushless Shave Creams

ESTAX 21 Propylene glycol Laurate: Foam Shave Creams

ESTAX 28 Amino oleate: Antiperspirant Creams

ESTAX 36 Polyoxyethylene oleate: Skin Lotions

ESTAX B Butadiene-forming ester: Kissproof Lipsticks

THICKENERS:

Promulsin Powder (Polygalactoxylose):
Foods
Duprin Methyl Cellulose: Soaps
Sodium Alginate: Syrups
Detailed literature on request

ALKALOIDS:

Santonine
Ephedrine & Salts
Caffeine
Theophylline
Papaverine
Pilocarpine

FIXATIVES (imported)

"Sweet Ambre" for fastening Tuberose.
"Heavy Ambre" for heavy Scents.
"Woody Refined" for Lavender and Eau de Cologne.

SOLVENTS:

Solvetol A.G. Range of food and oil-solvents, typical example
Solvetol C: Solvent and stabilizer for essential oils.

PROMULSIN WAX:

Universal self-emulsifying
Wax for all types of creams,
ointments, ointment bases,
Penicillin preparations.
Fullest Literature with working instructions on request

STABALIN Range of Preservatives

and Antioxidants for all types of Products.
Cetyl Alcohol for oil
stabilization.
Promulsin for stable suspensions.

WATFORD CHEMICAL CORPORATION

25 WEST 44th STREET, NEW YORK. Telephone: VAnderbilt 6-0171

"No wonder we're coming to socialized medicine, if you're going to take Benzedrine every time I take Luminal."

KEEPING POSTED

Monopoly

OUR Attorney General seems very certain that the American people dislike monopoly anytime and anywhere. The majority of our representatives in Congress feel this way too, because they have passed a considerable number of conflicting laws in an effort to stem what has appeared to be growing tide of monopoly. Monopoly, in the books of a majority of our political leaders, is still a popular and winning issue with the public.

In a recent statement on our newest and most exciting monopoly case, soon to be tried in a Chicago court, which the Sun headlined "U. S. Aims to Smash The du Pont Empire," Mr. Clark asserted, "This case is directed to the breaking up of the largest single concentration of industrial power in the United States.

"The growth of du Pont, General Motors and United States Rubber to positions of market dominance in their respective fields has been marked by the elimination of many independent businesses and a decline in the strength and vigor of those that survived. The relief sought in this case will open the way for small and medium-sized manufacturers to compete for business in markets which have long been closed to them."

As we understand it, this action is to denude du Pont of its holdings in General Motors and U. S. Rubber, and is not a monopoly action to break up General Motors or the Rubber Company. In that sense, Mr. Clark's words are completely misleading and are merely the rendition of a tune which our political leaders still believe enchants the voters.

How do monopolies, so called, of this kind arrive on the American scene? Simply and clearly, because the American people want them.

We have here, and in other cases which have aroused the apparent ire of Government, no evidence of the ruthless and unscrupulous use of power which characterized the bad, old days when trust busting was popular because of wicked, dramatic evidence. The public shows a marked lethargy to this news today.

The only reason why General Motors sells over 40 per cent of the automobiles each year in this country is because 40 per cent of the automobile buyers believe that they can trust their dollars to General Motors. The only reason many small auto manufacturers are no longer with us is because too few of the American people believed that they were getting their money's worth with that car.

The American people could very quickly and effectively dispose of a so-called monopoly of this kind if they disapproved of it—far more quickly, effectively and cheaply than anything Mr. Clark can do.

It must seem to outsiders that we are a very muddled, confused nation; that we don't know where we are going. Our lack of a clear cut philosophy of Government has certainly contributed to our international troubles and our failure to exert any world leadership that money won't buy.

We have been moving slowly, but surely toward Socialism, which is Statism, or state monopoly. Yet our leaders still protest they believe in individual enterprise and then chop down the individual who is moving toward the very goal they see necessary.

What are these monopolies doing that we, the people, should consider wicked? We have heard no criticism of their public spirit. In fact, we sense that today the great, billion dollar corporations are supersensitive about their public relations. If the individuals in management are not themselves social minded, with a deep sense of social responsibility, as we think most are, then for reasons of political expediency they have been meticulous in acting that way.

The workers employed by these companies have won an enviable position in wages, security and opportunity. In spite of a revolutionary period in labor relations which distorts the picture, we still believe that these workers are more fortunate than the workers for the average small company, or for any of the workers for government.

The goods produced by these companies usually excell in value in their particular field. In no case is the public forced by any kind of circumstance to buy these goods, except on the single test of value.

We know these companies have spent many, many millions of dollars for research. We suspect that only such large, dynamic enterprises as this can afford to spend so much for research. This research has been directed to the development of new utilities and conveniences, to improved quality and price reduction. But we know also that this research, when it is all added up, is necessary for American prosperity, jobs and world security.

In this new era of ours we are trying vaguely to move in the direction of more wealth, more leisure, more security and more peace for everyone. We are nearly

all agreed that we don't want the state to take us by the hand (or would it be the neck?) to lead us in this direction.

We are getting plenty of evidence from abroad of what happens when a bureaucracy tries to manage business.

We want individual, enlightened private management. We want the public with their dollars in their hands to continue to be the judge.

True, we like the small enterprise, we like the idea that our boys coming out of school can still have a chance, if they want it, of being their own bosses.

But can small business give us the research and the productive facilities to improve quality and cut costs as economic objectives. Can they give to workers the security, wages and other benefits that are becoming socially necessary. Can these owners acquire a social responsibility that gives full understanding to the fact that their business may be theirs, but that it is also part of the life and the social structure of America.

Perhaps they can, as enlightenment comes their way, and through cooperative groups in things like research and management council which are too big or too risky to try alone. But if they try this, they will run head on into the muddle of Government. Nearly every cooperative plan small business tries will be illegal. In fact, it comes very near to the truth to say that anything a small business does, except to exist, is illegal. Our federal and state business laws, our tax laws, our administration decisions are becoming impenetrable barriers for small business growth.

There are objectives upon which this country can find general agreement. We believe in a more general distribution of wealth, more leisure, more security, when they can be gained in an economically sound way, when they derive from more production and as a result, lower costs.

If the way to attain these results is through the monopoly, let's regulate the monopoly and stop making horse and buggy political gestures. But if the way to these happy dreams is by busting the monopoly, let's make sure that we have something at least as good to take its place.

If the alternative is small and medium business, and this seems the only alternative, then let's get busy and throw out a lot of anti-trust and other laws which prevent small businesses from working together to accomplish many things they can't do alone.

The Government and Cartels

THE extent to which the Government of this country has changed since the days before Roosevelt is clearly illustrated by the actions of our Government as compared with the actions which can legally be performed by the citizens of this country. We all have long witnessed the change in the economic theories upon which this country operates, ostensibly to be able to support our huge debt and to do business with other countries of the world in some orderly sort of fashion. Under present Government economic policies it is perfectly proper for the Government to spend for current needs the money which is collected in taxes to be paid out later in social security benefits. In fact the present theory even permits the borrowing of future receipts of this sort to meet current expenses of all kinds. No private individual or banker would ever be allowed to dissipate funds collected for a specific purpose.

But with respect to synthetic rubber, the Government has recently taken action of the kind for which many prominent companies in this country were prosecuted during the war. That is the allocation of world markets through establishment of a cartel. The State Department negotiators of this country recently made an agreement with Great Britain to place a limit on the amount of synthetic rubber consumed in the United States. In return for our agreement to limit the percentage of synthetic rubber used in this country, the British agreed in return to eliminate certain preferences which give advantages to members of the United Kingdom—but they renounced this stipulation later.

Schenley Gets Bayer Rights

SCHENLEY Laboratories is now entitled to access to the results of research and product development at the Bayer pharmaceutical laboratories at Leverkusen and Elberfeld in the Western zone of Germany. Through arrangements, made with approval of American and British occupation officials, including the Bipartite Control office and the Joint Export-Import Agency, Schenley is entitled to licenses for the production in the United States of any Bayer developments in the prevention, treatment and cure of disease, including veterinary products.

So here we go again. German representation in pharmaceuticals has been responsible in the past for much pharmaceutical business in this country. Salvarsan,—the original arsphenamine and the product that established the science of chemotherapy, was a German discovery brought into this country by the H. A. Metz Laboratories. Veronol, the original barbiturate, was likewise imported from Germany by Metz. Later Winthrop made German connections, and subsequently absorbed the Metz Company. Through the years many important specialties came from Germany through Winthrop, the original sulfonamides and Atabrine being two of the most important.

However, since that time we have gone through another world war and a great change has come over the pharmaceutical industry in this country. It will be recalled that prior to World War I we had practically no organic chemical industry in this country. Dyestuffs practically all came from Germany, Herman A. Metz being one of the largest importers. However, during the war when we were cut off from Germany this country went to work and developed an organic chemical industry capable of producing our dyestuff requirements. Following the war, this industry was further developed so that today it can successfully hold its own against any country in the world.

In a similar manner as the result of World War II, a great expansion took place in the pharmaceutical industry. Great research laboratories were established by a large number of American companies, and new and improved therapeutic agents are pouring forth in a flow that is difficult for the average individual to keep up with. While this country—or any other country—will never have a corner on the scientific brains of the world, we probably have, at the present time, the greatest collection of outstanding and promising scientists of any country in the world. New and improved medicinal agents may still come out of Germany, but these discoveries will be up against extremely stiff competition from the developments of laboratories in this country. It is therefore extremely doubtful that new preparations coming out of Germany will dominate the scene as did many of those of former days.

Chlorophyll Dentifrice Enters Field

NOW that most of the "big wheels" in the dentifrice business are committed to riding the ammoniated preparation, a chlorophyll tooth paste—which has even stronger claims for preventing tooth decay than the ammoniated formula products, as well as claims for correction of gum disorders, is making its bid for general recognition. The product is Chloresium Tooth Paste, manufactured by Rystan Company, Mount Vernon, N. Y. The product was first made available to the public in April, 1948, being promoted ethically to the dental profession exclusively. The manufacturer says that "it achieved wide use on the recommendation of dentists primarily to patients with one or more kinds of gum disorders." The manufacturer says further: "Because of its ability to accelerate healing of such gum conditions as Vincent's disease (trench mouth) and non-specific gingivitis, it has now become known and respected by a large segment of the dental profession."

However, in addition to its effect upon gum disorders, new evidence has recently been uncovered which leads to the claim that the preparation lowers "the bacterial acid count of the mouth more effectively than any other known substance, in acting to prevent the formation of the bacterial acids associated with tooth decay, and in retarding the breakdown of protein parts of tooth enamel, all of these being presumed causes of decay." The experimental work upon which these new claims are based what conducted at Loyola University's Chicago College of Dental Surgery by research biochemist Dr. Gustav W. Rapp and his assistant B. F. Gurney.

In his report, Dr. Rapp cites two general theories of causes of dental decay. One, the chemo-parasitic theory, holds that the disease "dental caries" is characterized by an acid dissolution of the inorganic part of the teeth. According to this theory, the acid, which is responsible for initiating the disease, originates out of the activity of the oral bacteria on such foods as carbohydrates. By collecting between the teeth and in the pits and fissures of the teeth, these acids are said to dissolve points on the surface of the tooth enamel. The break thus produced, according to this theory, acts as a focal point for the accumulation of more destructive micro-organisms.

In connection with this theory of tooth decay, the prevalence of the micro-organism "lactobacillus acidophilus" has been found to be a good indicator of caries activity. In general, Dr. Rapp reports, if a person shows a high "lactobacillus acidophilus" (or l. a.) count of the saliva, he is more likely to be highly susceptible to dental decay. On the other hand, a person having a saliva with a low l. a. count is probably only susceptible or even immune to dental caries.

The second leading theory as to the cause of dental decay considers the first step in caries initiation to be the result of a primary destruction of the protein portion of the tooth enamel. This destruction can be brought about by either protein-attacking bacteria or enzymes—the product of such bacteria. This theory completely rejects the role of acids as a cause of caries.

Conclusions drawn from Dr. Rapp's work are that this preparation has "a greater ability to lower the acid count of the mouth than any other known substance and a similar ability to act in preventing the formation of the bacterial acids associated with tooth decay. The tooth paste also retards the breakdown of the protein part of tooth enamel." Dr. Rapp adds the following comment:

"While this report primarily concerns itself with the effect of chlorphyll on lactobacillus acidophlus, we recognize the fact that other micro-organisms are implicated in the development of dental caries. Preliminary experiments in our laboratory have indicated that the concentrations of chlorphyll used in the present study are capable of retarding the growth of two such widely dissimilar bacteria as streptococcus viridens and staphococcus aureous as well as staphylococcus albus. These latter bacteria have been suggested from time to time as playing an important role in caries pathegenesis."

Well there you have it. J. Walter Thompson Company is handling the promotion of this latest entry in the sizzling race.

Toni on Fifth Birthday

THE Toni Company celebrated its fifth anniversary last month and its founder, R. N. W. Harris, observed that when he started Toni in 1944, one out of a 100 permanent waves were given at home, compared with 70 of every 100 waves being given at home today. "The ever-increasing trend from the beauty shops to the home has saved American women more than $500 million during the past five years," said Mr. Harris. "This figure is based on better than 70 million Toni waves given to date at an average price of $1.18 instead of beauty shop waves at an average price of $8.50." The company makes the claim that "Toni is first in share of the market of any product in the wholesale drug, cosmetic and toiletries field."

Dolcin—"Patent" Medicine

DOLCIN, the aspirin and calcium succinate combination for "relief of rheumatoid conditions," is now a classic example of what is often erroneously referred to as a "Patent Medicine." Dolcin is now covered by U. S. Patent No. 2,471,394, and it is advertised to the public for self-administration.

Marshall Plan Drug Expenditures

DURING the first 13 months of the Marshall Plan, the ECA spent $27,992,000 for medicines and $4,638,000 for scientific and professional instruments. In addition, $14,500,000 in counterpart funds were made available through February 28, 1949, for health and sanitation measures. By the end of last April, ECA had financed $9 million worth of streptomycin, mostly to France, Italy, and the Netherlands, and had exported $500,000 in equipment for two streptomycin plants in France, and $120,000 for a plant in Denmark. The Denmark plant will soon be able to care for the needs of Denmark, Norway, and Sweden. The two largest ECA-sponsored health projects, located in Greece, involve the expenditure of $380,000 for a medical warehouse, the only one of its kind in the Middle East, and a 200 bed sanatorium. The equivalent of $100 million in counterpart funds is also being used.

Of medicines and pharmaceuticals sent to Europe, France received the largest share — $11,742,000 — through the end of April. Italy was second with $7 million, followed by Austria with $2.5 million, Netherlands $1.7 million, and Belgo-Luxembourg $1.5 million. Italy received the largest aid in scientific and professional instruments, $1,820,000 worth; the Netherlands was second with $1,049,000, and Greece third with $736,000.

Compound E Development

THE new drug for rheumatoid arthritis, originally called Compound E, and now called Cortisone because it is a hormone derived from the cortex (outer layer) of the adrenal gland. This is the drug which Mayo Clinic research workers, headed by Dr. Philip S. Hench and Dr. Edward C. Kendall, announced would enable rheumatoid arthritis cripples to walk again, and even to run and dance. It is said to have produced dramatic effects in Strumpell-Marie spondylitis, a disabling type of spinal arthritis which makes the back stiff as a board. Also, still more important, it is said to have given encouraging results in three cases of rheumatic fever.

The start of cooperative work on the development of this drug dates back to December 20, 1941, on which date the National Research Council called on official conference in Washington to discuss adrenocortical hormones. Merck & Co. has previously sent one of its experienced chemists, Dr. Jacob van de Kamp, to the Mayo Clinic at the invitation of the Research Corporation and of Dr. Kendall, an outstanding investigator in the field. Under this cooperative arrangement and under an agreement with Research Corporation, by January 1, 1942 Merck had succeeded in producing, according to the directions of Dr. Kendall, an important intermediate chemical, and had supplied this material to him. Two years later, in 1944, Dr. Kendall was able to announce the synthesis at the Mayo Clinic of another component of the adrenocortical hormone complex, which he had named Compound A and which is related to Coritisone. However, Compound A appeared to exhibit comparatively little physiologic activity.

However, Merck had engaged Dr. L. H. Sarett, a chemist specially trained in this field, and had given him the sole assignment of trying to produce Compound E by chemical synthesis. When the discouraging news of Compound A's failure was received, efforts to synthesize Compound E were increased both by workers at the Mayo Clinic and by Merck & Co., aided by the active interest and support of scientific consultants of the Government. In 1946, after more than two years of additional research carried out in cooperation with Dr. Kendall and his staff at Mayo Clinic, Compound E was first synthesized by Dr. Sarett of the Merck Research Laboratories. Following this, there remained much work to be done in converting the original test-tube synthesis into a practical production method. Continued cooperation between Dr. Kendall and Merck scientists resulted in improvements in the synthesis, but not until late in 1948 was sufficient material provided for necessary clinical evaluation.

Throughout this long period of research, during which the Research Corporation continued its financial support of Dr. Kendall's work at the Mayo Clinic, other scientists working in this field had contributed important knowledge to the general problem. Among them were Professor Reichstein, who continued his work in co-operation with Roche-Organon, Inc.; Dr. Karl Miescher, of Ciba Pharmaceutical Products, Inc.; Dr. T. F. Gallagher, of the University of Chicago, now with the Sloan-Kettering Foundation; and scientists on the staff of Schering Corporation.

Today, Merck is making every effort to find ways and means of producing this new medicinal agent in greater quantities. There are said to be 38 steps in the synthesis at the present time.

Oregon Association Quits N. A. R. D.

THE Oregon State Pharmaceutical Association has seceded from the National Association of Retail Druggists and has advised its druggist members to withdraw from the N. A. R. D. and become members of the American Pharmaceutical Association, if they are not already members. The action to withdraw from the N. A. R. D. was based on 12 charges against the N. A. R. D. and its Executive Secretary John W. Dargavel. In 1934, the West Virginia Pharmaceutical Association seceded from the N. A. R. D., after filing charges almost identical with the charges of the Oregon association, but later rejoined A threat to secede on the part of the Connecticut association in 1932 resulted in the correction of certain conditions objected to. The Massachusetts association refused to send delegates to the 1948 N. A. R. D. convention as a protest to the administration of Mr. Dargavel. However, at this time the Oregon association is the only one of the 48 state organizations outside the national association. Among other things, the charges of the Oregon association charge:

1. That Mr. Dargavel has established a virtual oligarchy and that members of the Executive Committee yield to his dictates.
2. That Secretary Dargavel and members of the Executive Committee refuse to publish association annual reports.
3. That Secretary Dargavel continuously refuses to make copies of audit and other reports available to the Oregon State Pharmaceutical Association.
4. That financial information made available avoids an intelligent breakdown of the association's various sources of revenue and expenditures. All 1948 expenditures were lumped in one entry totaling $115,431.76.

Other charges have to do with lack of information regarding the cost of retirement insurance for Mr. Dargavel; invoking of a "gag" rule at the 1947 convention by Mr. Dargavel in violation of the constitution and by-laws, forty-nine state pharmaceutical association presidents and secretaries leaving the meeting in protest; that Secretary Dargavel makes the pages of the N. A. R. D. Journal available only to those associations and individuals who support him; that Secretary Dargavel shelved a 1,200 page survey report compiled by Edward L. Bernays at a cost of thousands of dollars to the drug industry because it conflicted with his views and interests.

Progesterone Patent Suit Settled

SCHERING Corporation's long-pending suit against the Glidden Company charging infringement of progesterone patents has been settled out of court on the following terms. Glidden's progesterone customers are granted licenses under the Schering patents under fair terms. Glidden is authorized to manufacture and sell progesterone as in the past and Glidden's customers have no past liability to Schering because of their progesterone activities. Glidden was released from liability for past infringement by payment of an agreed sum. Glidden, who has for several years, been manufacturing sex hormones, including progesterone, from soya sterols, will continue as bulk seller of these compounds.

Paul E. Sprague, Glidden vice-president, said that this settlement "represents the first implementation of the Government policy relative to the captive Schering patents and enables pharmaceutical manufacturers to obtain for the first time reasonable licenses under these patents."

Chilcott Laboratories

THE name of the Maltine Company is now styled differently, now reading, "Chilcott Laboratories, Division of The Maltine Company." The name "Chilcott" comes from the Company president, James C. Chilcott. However the use of his name in the company title was not a step taken to honor him. There are many sound reasons why a change in name was desirable and for using the name Chilcott. These reasons are:

While in 1939, 93 per cent of company sales were in liquid malt extract products, today only 7 per cent of sales are in these products while 93 per cent of sales are in newer prescription specialties like Proloid, Tedral, Depancol, Cellothyl, and Pentryl. Detail men were told at doctors' offices, "The doctor would not be interested; you see, he feeds no babies." Also if a doctor wrote a prescription for a preparation, other than a malt extract preparation, and wrote the name "Maltine" after it as a means of identification, the pharmacist would most likely believe that this was a new variety of Maltine which he did not have in stock.

The name Maltine was selected because it was 1. A personal name (common in leading pharmaceutical houses); 2. It was available, distinctive, and easy to remember; 3. It was American and would be so recognized in foreign markets; 4. It is easy to pronounce and of the desired two-syllable form.

"From the long range point of view," says the Company, "the most important advantage of our new name is that it will make it unnecessary for us in the future to spend time, money and effort un-selling the idea that Maltine makes baby food or some other non-pharmaceutical product. We can turn that time, effort and money into selling the products of Chilcott Laboratories."

New Swiss Sulfa Drug

A SWISS chemical company, Citosan AG, Guetingen (Thurgau) has developed a new sulfa drug called Subasin. The product is claimed to be effective in several conditions in which penicillin proved not to be efficacious.

Cosmetic Exports Generally Off

TOOTH paste exports increased four per cent during the first quarter of this year, totaling $871,560, against $839,025 for the first quarter of 1948. Toilet powder exports decreased 16 per cent for the same quarter to $564,847, against $671,935 for the first quarter of 1948. Other cosmetics fared as follows: Creams, rouges, etc., off 19 per cent to $505,835, against $627,494; manicure preparations, off 30 per cent to $68,900, against $98,627; depilatories and deodorants, off 17 per cent to $43,424, against $52,229; hair preparations, off 43 per cent to $411,518, against $721,046; perfumes and toilet waters, off 18 per cent to $201,928, against $246,470.

Benzadrine and Fishhooks

A SHARPLY increased market for Benzadrine and a correspondingly lower one for fish hooks is indicated by the report early last month of Dr. Ole C. Nelson, Medical Superintendent of the Cook County Hospital on his fishing at Egg Harbor, Wis.:

"I was tired of waiting for bites, so I dipped a crab in Benzadrine. When the crab hit the water on the end of the line, he dived down, grabbed a bass by the nose with his claws. From then on the fishing was good. I got fifty-six bass."

Whiskey and Drugs

WE NOTE that recently the Internal Revenue Bureau again denied the plea of American whiskey distillers that foreign whiskey distillers be required to label goods imported into the United States in accordance with United States labeling requirements. In the face of all the fuss and bother about the export provisions of the Federal Food, Drug, and Cosmetic Act to make certain that exported products comply with our standards and the standards of the countries to which they are exported, we wonder why we in this country cannot be protected against imports of whiskey in the same manner in which we are protected in the case of our domestic production. It is well known that all domestic whiskey must bear a statement of the contents and the age. Foreign whiskies are not required to make any such statement. One of the reasons given for a change in Food, Drug, and Cosmetic Act export requirements is that Americans travelling abroad have complained and they should be protected. Apparently no one cares about Americans in this country with regard to imported liquor. Well we guess its part of the good-will policy and if you insist on drinking liquor you must support this policy in a large way.

More Vitamin Research

THE National Vitamin Foundation last month made six new grants-in-aid, thus expanding research in problems of nutrition and disease, according to Dr. Robert S. Goodhart, scientific director of the Foundation. The grants, made semi-annually, are part of a program to discover basic information on the effects and significance of vitamins to human health and disease. The awards bring to $190,828 the financial aid extended to scientists and institutions by this research organization which is supported by leading chemical and pharmaceutical concerns.

Dutch Send Quinidine

APPROXIMATELY 50,000 ounces of quinidine sulfate, valued at about $70,000, were imported from the Netherlands last month by the U. S. Government for stockpiling as a strategic material. The material is used in certain heart conditions. The shipment was only one-quarter of the amount purchased in Indonesia through counterpart funds under the Marshall Plan. Processing of 200 tons of Indonesian cinchona bark by the Netherlands Kininefabriek at Laarsden, near Rotterdam, for this first shipment was accomplished in four months, two months ahead of schedule. Quinidine is present in very small amounts of cinchona bark, but the amount of quinidine obtained can be increased by a synthesis which converts quinine into quinidine. This synthesis was employed in producing the material which the Government imported. Some interested people here say that the synthetic quinidine differs from the natural material in that the synthetic does not contain certain impurities which are present in the natural material. The natural material, because of these small impurities, has an action in the treatment of heart ailments which is preferred by doctors, they say. A movement is on foot to have the U. S. Pharmacopoeia require that synthetic quinidine be specifically labeled as such.

SUBPOENA POWER

COMPETITION BETWEEN NATURAL PRODUCTS AND CHEMICALS IN ESTABLISHMENT OF FOOD STANDARDS HAS RESULTED IN A BILL CALLING FOR SUBPOENA POWER UNDER THE FOOD, DRUG, AND COSMETIC ACT.

AUTHORITY for the Food and Drug Administration to subpoena witnesses and books and records of manufacturers to hearings held with regard to establishment of standards and regulations under the Federal Food, Drug, and Cosmetic Act, is proposed in a bill which recently was the subject of a hearing before the House Interstate and Foreign Commerce Committee. The sponsor of the bill (H.R. 4572) is Representative Frank Keefe of Wisconsin. Prior to introducing the bill, Mr. Keefe attacked the chemical industry for seeking modifications of the standards for identity of bread to permit use of chemical emulsifiers in bread manufacture, which, he claimed, would replace millions of pounds fats and oils. Such a substitution is naturally very important to the State of Wisconsin. Mr. Keefe says he was surprised to find that the law contained no subpoena power, and that he felt that a matter as important as public health should not be curtailed in its maintenance by lack of legislative power.

While the reason for the request for subpoena power occurred because of interest in the standards for foods as established by the Food and Drug Administration, it would likewise apply to drug and pharmaceutical manufacturers regulated under the Food, Drug, and Cosmetic Act. Associate Food and Drug Commissioner Charles W. Crawford stated that while the FDA had thought about requesting subpoena powers at various times, no action had been taken because other matters to be presented to Congress had been considered more urgent. But the FDA is in favor of the bill, said Mr. Crawford, since many occasions had arisen in the past when such power would have proven very helpful. Said Mr. Crawford:

"At the present time the agency must rely largely upon voluntary appearances. Frequently we have knowledge that certain persons who do not appear at hearings are in possession of relevant facts and records which would be of distinct advantage if included in the record. Time-consuming controversies have arisen at some of the hearings which could have been avoided if existing factual evidence had been placed in the record."

The question of trade secrets was raised by spokesmen for the food and drug industries, who advised that the committee move slowly because the bill involves many fundamental questions of far-reaching nature which might conceivably change the whole trend of voluntary cooperation with the FDA by the industries under regulation. Regarding the matter of revelation of trade secrets, Mr. Crawford stated that there are other provisions in the law which cover this matter. He said that he could recall no instance in which information had been refused because the witness would have preferred the protection afforded by subpoena. This is particularly true in dealings between a doctor and his patient and hospitals and patients.

Charles Wesley Dunn, representing the Associated Grocery Manufacturers of America, as well as the American Pharmaceutical Manufacturers Association, said he was inclined to favor the bill if it was found necessary to strengthen the hand of the FDA, but he asked that the matter be put over for a year so that it could be more fully discussed and studied by the food and drug manufacturers. Mr. Dunn declared that since this is the first proposal of such an amendment since the Act was enacted in 1938 and since the first Food and Drugs Act was enacted in 1906, and therefore was not an emergency measure. Also Mr. Dunn pointed out that the official statement for the amendment was made for the first time at the opening of the hearing. He claimed that both Congress and the industries involved should have adequate time to review and study that statement and the amendment "as it presents serious questions of both policy and form." Mr. Dunn also pointed out that the problem of the amendment will be discussed by the American Bar Association's Division on Food, Drug, and Cosmetic Law at St. Louis on September 7, and that discussion will undoubtdly add important information.

Mr. Dunn went on to explain questions which should be answered before such an amendment is drafted in final form. They include:

1. Whether such a subpoena amendment should apply to an administrative hearing preliminary to a criminal prosecution.
2. Whether this broad subpoena authority should be vested in a subordinate officer or employee of the Federal Security Administration.
3. Whether the subpoena power should be used to require attendance of witnesses and the production of documents from a distant point.
4. Whether the subpoena power should be used to require the disclosure of secret processes and formulae.
5. Whether excercise of the power should be limited to a situation where the required evidence is actually (rather than deemed to be) relevant or material.
6. Whether excercise of the power should be open to advance court review, from the standpoint of actual need, relevancy, and materiality.
7. Whether exercise of the power should be further qualified by protection against prosecution for what is thus required to be disclosed.
8. Whether failure to comply with a subpoena should be open to criminal prosecution under that Act, since the court is empowered to order compliance with it and to punish a resulting contempt.

UNDER F.D.C. ACT

WHILE DRUG MANUFACTURERS ARE NOT INVOLVED, THEY WOULD BE SUBJECT TO THE SAME POWER WHICH MIGHT UPSET THE HIGH DEGREE OF COOPERATION NOW EXISTING BETWEEN THIS INDUSTRY AND THE FDA.

Questions of policy raised by the bill, according to Mr. Dunn, include:

1. Whether such an amendment is an actual need which the FDA should document.

2. Whether enactment of such an amendment will cause the FDA to substitute a strong-arm administration of this Act for the traditional plan of constructive cooperation with the regulated industries which has heretofore been used with eminent success.

Donavan Divet, attorney for the Federal Trade Commission, supported the bill, stating that enactment of it would give the FDA "substantially the same powers conferred on the FTC" with the following differences:

1. The Federal Trade Commission Act only authorizes the commissioners to sign subpoenas. The proposed amendment authorizes the administrator or such officer or employee as he may designate for that purpose. The amendment thus effects an administrative improvement.

2. The proposed amendment allows the administrator to require the attendance of witnesses and the production of documents from any place in the United States or any territory, district or possession thereof. The Federal Trade Commission Act uses only the words "may be required from any place in the United States, at any designated place of hearing." The proposed amendment is more definite in this respect and therefore an improvement.

3. The proposed amendment permits the administrator to invoke the aid of the courts in case contumacy or refusal to obey a subpoena. This seems to me to mean that the aid of the courts could be invoked by the administrator in cases of wilful contempt. I can see no objection to this enlargement.

4. The authority to require an appearance before the commission is given to the United States District Courts. The proposed amendment gives this authority to any court within the jurisdiction.

Mr. Divet added that "the proposed amendment seems on the whole to be an improvement on the similar provisions of the Federal Trade Commission Act. The provisions of the Federal Trade Commission Act have worked well; I believe the provisions of the proposed amendment would work at least as well. The proposed amendment confers on the administrator no more authority than is necessary for the efficient use of the investigatory powers already conferred on him, and in my opinion should be adopted."

With regard to the food industry, subpoena power of this kind would probably prove important to the Food and Drug Administration for the reason that the Administration is charged under the Food, Drug, and Cosmetic Act with the establishment of standards for foods. With regard to standards for drug products, these are, in the main, set up by the United States Pharmacopoeia, the National Formulary, and the Combined Contact Committee which works directly with the FDA. There has never been any difficulty in obtaining full cooperation with the drug manufacturing industry in the setting up of standards. Therefore, if the amendment is finally adopted, the drug manufacturers will be placed under subpoena powers for the one reason that they are regulated by the same law and the same administrative authority as is charged with regulation of the food industry. The Hoover Commission has recommended that enforcement of the Federal Food, Drug, and Cosmetic Act be divided so as to place enforcement of its food provisions in the Department of Agriculture, and putting the enforcement of the drug provisions of the act in a public health unit having to do with hospitals. However, this division has been opposed by drug interests, the American Pharmaceutical Manufacturers Association and Charles Wesley Dunn being on record as opposing such a change. Even if the change in enforcement according to the recommendation of the Hoover Commission were made, the law would remain the same. It is doubtful if a subpoena provision could be added to the law with regard to just the food provisions of the law, leaving the drug provisions to be enforced as in the past.

Following the hearing, the House Committee announced that action on the amendment would be postponed until Congress reconvenes in 1950. This will give the industries regulated under the Food, Drug, and Cosmetic Act time to study the full possibilities of such an amendment and be prepared to present their views. All manufacturers in the industry should immediately apply themselves to this problem and communicate with other manufacturers and with their trade associations regarding their conclusions. There is sound reasoning behind the amendment, but so far as the drug manufacturers are concerned, it does not appear that such an amendment is either necessary or desirable. The drug manufacturing industry has, for quite a number of years, been making marked and rapid progress in cooperation with the Food and Drug Administration toward establishment of conditions in the manufacturing and marketing of drug products which approach the ideals visualized when the law was enacted.

Whether or not enactment of such amendment and its use by the FDA would jar the sensibilities of the drug manufacturers who have long been in a cooperative mood, is one of the serious questions which the FDA must ponder. After all, the FDA is concerned

(Continued on page 232)

PRODUCT HANDLING AT MYERSTOWN

AT THE new $15 million plant recently placed in operation at Myerstown, Pa., by two units of Sterling Drug Inc.—Winthrop-Stearns, Inc. and the George A. Breon Company, executive personnel in charge of receiving, warehousing and shipping have found that the plant's material handling system, incorporating storage battery-powdered fork trucks and pallets, has been able to cope with production although this, measured in pounds of outbound shipments, increased by approximately three times in the course of a year. The constantly increasing tonnage of both incoming and outgoing items is "easily handled, according to Hugh H. Hamrick, in charge of warehousing and shipping at the plant.

The new two-story brick and glazed tile plant manufactures liquids, powders and ointments for the two Sterling units on a continuous straight-line production basis. Raw materials are received by rail and highway truck at the eastern end of the plant. Finished products go out the west end for shipment by truck or rail to company warehouses and distribution centers. All materials used in the various medicinal and pharmaceutical products are placed in "Hold for Release" areas awaiting reports of tests for purity by the plant's control laboratory. This requires considerable warehousing area and it is in this location that the fork truck-pallet system of handling and storage has been of greatest benefit. Raw materials come in various types of containers—bags, drums, barrels, cartons, and carboys. All these containers are handled by being palletized and then moved into the "Hold for Release" areas.

After tests for quality and purity, the "released" materials are moved by fork truck and pallet to the beginning of the production lines. As the ingredients in the formulas are mixed and the preparations are completed, samples are constantly taken at various

Full use of vertical storage area is obtained in basement warehouse of Winthrop-Stearns' new pharmaceutical plant, and the George A. Breon Company, Myerstown, Pa.

Illustrations from left to right:

1. Drums weighing from 300 to 500 lbs. each are placed three to the pallet, permitting full utilization of floor-to-ceiling storage space.

2. Storage battery-powered fork truck with palletized unit load of cartons ready for transporting to trailer.

3. Incoming drum is moved to scales by a battery powered truck.

4. Maximum use of all storage space is obtained vertically as well as horizontally in the warehouse area.

points in the manufacturing processes and checked in the control laboratory. After the various batches of the various manufactured items are given control numbers, they are packaged, given final laboratory releases, and then moved in palletized unit loads by fork truck to the shipping area for transportation to the company's main distribution center at Rensselaer, N.Y.

Receiving and warehousing areas account for some 26,751 square feet, or 42.19 per cent of the main building, while four different manufacturing and four finishing departments produce and package the products. Among the most widely known Winthrop-Stearns preparations produced at this plant are Neo-Synephrine; Parenamine and Essenamine, both amino acid preparations; Deka and Synephricol, cough syrups and vitamin preparations like Betaplexin and Betataxin. Breon products produced at the plant are physician-dispensed preparations like Fluagel; Benylate; Pomaco and Tanurol Ointment. Another Winthrop-Stearns

product manufactured in Myerstown is Roccal, a liquid sanitizing agent.

Altogether a total of seventy-eight different medicinal items, packaged in 160 various sizes, are produced at this plant. Of these, fifty-four items in 104 package sizes bear the Winthrop-Stearns label, while 24 items in 56 different packages bear the Breon label.

Production in the plant was commenced in mid-December, 1947, production of additional preparations being undertaken as the plant was rushed to completion. Shipments during April, 1948 totaled 344,370 pounds, but in the space of only one year this was more than tripled to a total of over 1,120,000 pounds in April 1949. To illustrate the speed with which the plant rolled into mass production, it might be noted that the number of medicinal preparations leaving the plant during the first week of operation totaled only

27,000 while during the week at the beginning of May 1949 this had multiplied more then twelve times of the 1948 figure to a total of more than 325 000.

Two fork trucks, each of 2,000 pound capacity, and each with a 108 inch height of lift, are used to handle the material. They were placed in service in January 1948, and operate about seven and one-half of the eight hour shift. Among the items handled are cartons of bottles which arrive by rail in thirty ton lots. Palletized at car-side in 1,000 pound loads, two men working a car require about half a day to unload and warehouse a shipment. The fork truck operator alternates moving the palletized loads with the handling of other loads which are also received by rail. This includes sugar in 100 pound sacks. These sacks are placed sixteen to a pallet in locked loads. Two men are assigned to the unloading of a forty ton car, in addition to the truck operator.

Materials in drums and carboys, such as syrups and extracts, arrive both on box car and by truck. Drums of corn syrup, for example, weight about 500 pounds, and these, after weighing, are placed three to a pallet and tiered three high in storage. A truck handles the individual drums by sliding the forks under one of the projections on the side of the drum, moving the drum to the scales for weighing, and then moving the drum and placing it on a pallet.

Finished products, awaiting outward shipment, are palletized in lots of from twenty-eight to thirty or more cartons, depending on the carton size. These unit loads are placed in storage, being tiered three or

(*Continued on page 232*)

A LABORATORY VIEW

By P. C. WIESEMAN*

ALL control systems include the determining of identity, strength and purity of a raw material or a finished preparation. Superficial thinking on the subject of control frequently leads to omission of many important phases of this subject. Control, to be adequate, must embrace all handling of raw materials, manufacturing, finished products, and include the auxiliary phases, such as packaging and labeling. It must also embrace such things as plant sanitation, and actual manufacturing equipment and processes.

Control is primarily a laboratory function, but it must depend upon the integrity of plant employees in supervisory capacity to cooperate and integrate plant functions with the laboratory. Very obviously, the actual system will and must vary from plant to plant, depending upon the type of production, volume of production, and variety of items produced. Adequate control today, however, has become a mandatory function for all manufacturers having to do with drugs, foods, and cosmetics.

The basic laboratory consideration in all control systems starts with the raw materials. Specifications must be established for these materials depending upon their end use, keeping in mind that all such specifications must lead towards the establishment of identity, strength, and purity. If the material is official in the United States Pharmacopoeia or the National Formulary, or it appears in non-official references as those of the Board of Standards of the Toilet Goods Association, it becomes a relatively simple matter to develop specifications which will cover the usual requirements. In many instances materials are either not official, or do not appear in such standards as those of the Board of Standards of the Toilet Goods Association, in which case specifications must be devised to cover such items adequately or else the official requirements do not completely satisfy for some particular end use. In these cases, additional specifications must be promulgated. In such event, it is imperative that the purchaser determine that the supplier can meet such specifications and that he will ship against such requirements upon order. Examples of special physical requirements might be made as the whiteness of talc, the color of lanolin, the mesh requirements of various powders, etc. Chemical requirements might vary from special iodine values in fats, to ester contents of volatile oils, etc.

As shipments are received, they must be checked against orders for quantity and name and checked for any identifying marks on the containers. While the method of sampling of incoming materials will vary from plant to plant, it should not be handled in a haphazardly but rather in a systematic manner. A person trained in the art of sampling will often detect faulty materials without waiting for laboratory examinations. In addition, a trained sampler will frequently observe a condition which he questions and can pass on to the laboratory for further detailed checking. It does not seem necessary to discuss here the actual methods of sampling, since they will vary considerably. The official compendia set forth general statements as to the numbers of containers to be examined per shipment. Consideration must be given however, and a caution, not to rely on numbers of containers only. If two or more lots are represented in a shipment, they should be treated individually and sampled accordingly.

The matter of shipment identification will be dealt with later. At this point certain miscellaneous suggestions can be made. The acceptance of unlabeled merchandise is heartily to be condemned. In the same way, merchandise containing no evidence of lot, batch, or control numbers represents loss of identity on the part of the supplier. Where such complete information is given, it should be made a part of the permanent record for future reference.

Analytical Procedures

The analytical procedures used to establish conformity to specifications may vary quite widely. Where an official material is used, of course the official assay should be applied. If there are additional specifications beyond those appearing in the official compendia, then the individual manufacturer must devise his own tests to determine adherence to extra requirements. In many cases, particularly in the cosmetic field, physical requirements will go beyond the official minimums in such matters as color, odor, taste, etc. All examinations, whether chemical or physical, must be so directed as to establish purity, strength, and identity. In the cosmetic field and in many cases in the pharmaceutical field, such physical requirements as viscosity, penetrability, hardness and slip might be considered as extra requirements.

After examination of the raw material, which has been held in a quarantine area, it is released to the Production Department if found satisfactory. Here, while it is a plant function to operate, it must be the duty of the actual control system to specify proper storage conditions, including heat, light and moisture. All are conditions which might result in spoilage if storage facilities are improper. Therefore, as a part of the specifications established for raw materials, there should be included such storage instructions as "Store in a cool dry place," or "Store in amber bottles away from direct sunlight." It becomes the duty of the stock room supervisor to see that these directions are followed. The actual handling of raw materials when ready for use in manufacturing should be under trained

*Chief Pharmaceutical Division, Laboratories of The Norwich Pharmacal Company. Presented before Scientific Section, Toilet Goods Association.

personnel. It is not necessary that all such employees be college graduates, but they must have a high degree of intelligence, and most certainly should be under direct supervision of an adequately trained person, preferably a graduate pharmacist or chemist. At this point, a system of checks and double checks is advisable to be certain that the proper chemical has been weighed out and that the weight is correct. It is obvious that a central store room or stock room, where all ingredients are weighed and double-checked, with the initials of the individuals responsible as a part of the permanent record, is essential to establish control leading to actual manufacturing. No ingredients of a batch should be stocked in a manufacturing department. The system of checks and double-checks can be varied according to the requirements of the particular plant in question. No one method could apply to all. The foregoing applies to the ordinary run-of-the-mill materials. Potent materials such as poisons, or narcotics should be handled as an entirely separate unit. In this case, an accredited experienced operator, as a pharma-

OF CONTROL SYSTEMS

cist, should be utilized. He should be responsible for all such materials as weights and actually witness addition of the ingredient to the correct batch.

The point of origin of the actual manufacturing is the formula. This may be entered upon a formula card which becomes a permanent record. The building of such formula cards should be very carefully controlled with checks and rechecks to be certain that it is correct. Frequently this becomes a divided function between the Control Manager, the Pharmaceutical Laboratory and the Manufacturing Department, one acting as a check on the other. Not only formula but actual manufacturing directions must be approved. In order to eliminate typographical errors, copies of the master formula card should be made by photostating, blueprinting, or some method to eliminate the possibility of personal errors. Once a master formula card is built, signed and approved, no changes should be permitted upon it. If the formula or manufacturing directions change, then the old card should be deleted and a new card made out properly identified, signed and approved.

As a part of the actual manufacturing card, there should be a record of dates of manufacture, finished amount of product, and, of course, a place for actual control laboratory reports. Since in many plants the department foreman is made responsible for the batch, there should also be a place on the manufacturing card for the foreman to place his approval of the batch. Where continuous process operations are used, it is necessary to establish a routine sampling which can be based on package line volume. Such sampling must be in sufficient numbers, however, to insure effectively adequate quality control.

Manufacturing Procedures

The directions for manufacturing should be developed between the Laboratory and the Manufacturing Departments, and then such directions must be adhered to implicitly. It is easy to see that under certain conditions active materials could be either undissolved or precipitated and filtered out of a mixture by improper compounding. Also, if the wrong filter aid or medium was used, other active ingredients could be removed by adsorption. The proper equipment must be used to eliminate contamination from metals, which might lead to discoloration, etc. In this same manner with many products it is advisable to have the laboratory perform process checks. These may vary from actual assays to such intermediate determinations as pH, viscosity and color. The purpose of process checking is to aid the manufacturing department to determine that, the particular batch is being manufactured correctly to produce an acceptable final product. These check tests may be used to indicate adjustments necessary to produce a final product which will meet the specifications established. Such conditions might be mentioned as viscosity, alcohol content, adjustment of pH, and many other conditions. When the batch is completed a sufficiently sized sample should be sent to the laboratory, not only to provide for the analytical work, but also to be filed and kept for a predetermined number of years for future reference.

As far as analytical methods are concerned, there are available numerous references covering many types of products. In the drug industry, the United States Pharmacopoeia and the National Formulary take precedence over all other analytical methods, where they apply, as for instance, in the case of official products. In many cases, particularly in the cosmetic field, special methods have to be devised. This leads very properly to analytical methods research. To devise control methods applying to various products requires a wide knowledge of modern analytical equipment, new analytical reagents and above all an ingenuity for manipulative procedures. The analytical methods used are usually combinations of chemical, physical, and organoleptic tests. The latter plays an important part in such examinations. In many products additional testing procedures are necessary, as for instance, physiological testing, and various physico-chemical procedures. It is not always possible or necessary to assay for all ingredients in a product, but sufficient of the more important components should be assayed to establish uniformity and conformity to specifications. For other active ingredients a series of qualitative tests to establish presence, could be considered sufficient provided adequate stock and manufacturing records assure correct delivery and use.

(*Continued on page 202*)

PRODUCTS FOR CHIROPODISTS

By MILTON A. LESSER

ILLUSTRATION COURTESY BETTMANN ARCHIVE

THE feet are probably the most neglected part of the human body, even though their proper functioning is fundamental for those who want to go places and do things. On the feet depends much of the happiness and achievement which most people attain. Foot troubles make a person miserable all over; they discourage the exercise so important to health and they rob the sufferer of efficiency. In short, foot troubles take the joy out of life.

A growing realization of these facts helps to account for the increasing popularity of chiropodists or, as some prefer to call them, podiatrists. There is no question but that there is a very definite need for the kind of services provided by chiropodists. On one medical journal[1] it is pointed out that "pedal disabilities constitute a vast problem and a correspondingly vast demand for relief." It is said[2] that statistics complied by the United States Public Health Service show that approximately 90 per cent of all people in this country are afflicted with some form of foot ailment. Figures presented in a recently published chiropody textbook[3] are somewhat more conservative. Here it is stated that foot troubles in adult life have been variously estimated as occurring in 80 per cent of women and in 60 to 70 per cent of men.

Aside from increasing public approval, chiropodists are proud of the increasing recognition being accorded them by the medical profession. For example, chiropodists are to be found on the staffs of diabetic clinics, including the famous New England Deaconess Hospital directed by Dr. E. P. Joslin. As remarked by Tarara[4], physicians are turning more frequently to the podiatrist for aid in the treatment and care of the feet of diabetic patients. The same seems to hold true in the case of patients with occlusive vascular disorders.[5] Also indicative is the fact that a chapter in an authoritative text[6] on peripheral vascular diseases is written by a chiropodist associated with the Mayo Clinic in Rochester.

It is not surprising, therefore, that chiropody should be considered as an auxiliary to medical practice. A reflection of this growing status is seen in the high ideals set forth in the code of ethics of the National Association of Chiropodists and affiliated state societies.[7] As remarked by Rakow,[8] chiropody has advanced to the stage where it has been described as a branch of medicine which cares for the needs of the human foot.

As is evident from the text books and publications, the field of chiropody is far broader than is generally realized. Far from being limited to the treatment of corns, calluses, plantarwarts and ingrown toenails, the modern chiropodist is trained to recognize and treat various dermatological diseases, infections, ulcerations and other conditions of the foot. He also possesses considerable knowledge of the physiologic and structural disorders of the foot and methods for treating them.

The therapeutic armamentarium of chiropody reflects this broader scope. Although the podiatrist uses many of the drugs and chemicals listed in the U. S. P. and N. F., there are a number of preparations of a more specialized nature required in the treatment of specific foot conditions. Some idea of the nature of of these special products is given in the section on Chiropody-Podiatry Formulas of the "Pharmaceutical Recipe Book."[9,10] published by the American Pharmaceutical Association. Even so, the drug requirements of this profession are known to only a few pharmaceutical manufacturers so that there are only a handful of products made exclusively for chiropodial use.

Of course, a considerable proportion of a chiropodist's services consists in the treatment of painful corns, calluses and other thickenings of the keratin layer. Although surgical methods suffice in most cases, there are various types of corns and calluses where the application of special preparations are required before excision is practical. The ordinary preparations for removing corns and calluses, already described in a recent review,[11] are hardly suited to the needs of the podiatrist. For example, there are certain types of corns which may require the use of an escharotic preparation containing pyrogallol or a keratolytic like salicylic acid. Thus, a pyrogallol paste for use by the podiatrist may consist of:[9]

Pyrogallol	**300 Gm.**
Wool fat	**350 Gm.**
Sulfonated and hydrogenated castor oil	**350 Gm.**

Occasionally, in treating corns and calluses, the chiropodist may find need for a salicylic acid plaster. This need can be met with the following preparation, as listed by Goodman:[12]

Lead plaster	**64 parts**
Soap plaster	**20 "**
White wax	**2 "**
Salicylic acid	**6 "**
Petrolatum, to make	**100 "**

Of interest in this connection is the observation made by Rosenstein,[13] a British authority on chiropodial preparations. He notes that in the majority of cases, callosities in the plantarmetatarso—phalangeal region, or hyperkeratotic rust in the heel can be removed without the use of drugs or special dressings. However, secondary conditions, such as deep fissuring, require the application of a softening agent before surgical removal can be undertaken. An effective preparation for this purpose consists of:

Potassium hydroxide	**1 part**
Glycerine	**16 parts**
Alcohol	**8 "**
Water, to make	**100 "**

In discussing soft corns, Rothstein states that sometimes preliminary treatment to harden and revitalize the tissues becomes necessary before final removal can be done. When such treatment is indicated the following solution may be used in order to produce a firm, dry surface which is removable by the scalpel:

Gentian violet	**2 per cent**
Salicylic acid	**10 " "**
Alcohol (95 per cent), to make	**100 " "**

Callused nail grooves, or thickening of the cuticle about the nail bed, is a condition frequently treated by chiropodists. Where treatment by chemical agents is indicated, salicylic acid preparations are employed as macerating agents. A 5 per cent solution of potassuim hydroxide is also much used as a cuticle solvent. A pledget of cotton is soaked in the solution and allowed to remain in contact with the callused area until the entire mass is softened to permit ready removal. The method is said[3] to be both rapid and efficient; failure, being attributed to lack of sufficiently long contact. A well recommended[12,14] nail cuticle softener, which may be used by the chiropodist, consists of:

Potassium hydroxide	**2–4 parts**
Glycerine	**24 "**
Water, to make	**100 "**

Treatment of various conditions of the toenail itself is often the task of the chiropodist. The ingrown nail, due to tight or ill-fitting shoes or unusual or abnormal nail formation, frequently requires the attention of the podiatrist. If not properly treated, penetration of the lateral edges of nail plate into the tissues of the nail groove results in acute inflammation and secondary pyogenic infection. The acute phases cause pain, redness, swelling and loss of function with inability to walk or stand comfortably.[15]

In early cases, treatment consists of elevating the nail edge by inserting a cotton pledget under it. In late, infected cases, it is usually necessary to excise the lateral nail margin with its matrix and adjacent inflamed soft tissue. Proper after-care is important. Schmier[16] suggests the application of petrolatum gauze dressings. In a standard chiropody text[3] it is stated that agents like boric acid or zinc oxide, in an ointment base, are soothing and aid in the healing process. Pectin paste containing 5 per cent of urea is also recommended. It has been found that a mixture of 5 per cent of sulfanilamide and penicillin calcium (1,000 units per Gm.) in a water-soluble base, when used throughout the after-care for ingrown nail surgery, gave "excellent" results.

In a discussion on the treatment of foot disturbances Cozen[17] has suggested that the ingrowing toenail may be treated by the following method: A small piece of silver nitrate may be placed into the crevice between the nail and skin and left there for 10 to 15 minutes. This will dissolve in any exudate that may be present. Then, several drops of a 2 per cent solution of gentian violet are instilled into the area. The mixture of the two drugs will form a coagulum which will protect the tender and painful skin around the edge. Dressings, it is said, are not necessary. When such conservative measures are of no avail, surgery is indicated.

The chiropodist is often called upon to treat brittle nails and to advise ways to prevent or remedy this increasingly frequent condition. It has long been common practice to cover brittle nails with lanolin or some other ointment as a softening aid. It is, of course, an advantage for the podiatrist to prescribe or dispense a lotion or cream that is specifically intended to combat nail brittleness and the associated dryness and cracking tendencies. One preparation that is often effective when applied nightly (and during the day, if possible) consists of:[18]

Triethanolamine	15 Gm.
White petrolatum	15 "
White wax	5 "
Anhydrous wool fat	5 "
Water	75 "

Another preparation of this sort, a cream for brittle nails, is made from:[14]

Anhydrous lanolin	30 parts
Peach kernel oil	6 "
Corn oil	2 "
Castor oil	2 "
Yellow beeswax	4 "
Cetyl alcohol	2 "
Borax	1 part
Water, to make	100 parts

Chiropodists are well aware that fungus infections of the nails (onychomycosis) are notoriously resistant to treatment. As noted in the "Manual of Dermatology,"[19] such infections of the toenails, if extensive, are practically incurable. It is advised that if these infections produce no disability, they require no treatment. Unfortunately, affected nails occasionally serve as a focus for reinfection and recurrent attacks of dermatophytosis of the feet.

Under such circumstances, surgical evulsion of the nail, followed by antiparasitic treatment is considered the best method for clearing the condition. Appropriate medicaments include white ammoniated mercury ointment; 0.1 to 1 per cent tincture of iodine; or 1 per cent tincture of chrysarobin in chloroform or alcohol.

The modern chiropodist is very much interested in the dermatological infections of the feet. This is not surprising because the feet are subject to a number of factors which make them a fertile field for dermatoses. As pointed out by Foerster,[20] the feet are exposed to many mechanical traumas, chemical irritations and are encased in shoes which form a tight, relatively nonporous covering. These coverings interfere with the normal removal of sweat and help to create conditions amicable to the growth of both bacteria and fungi. The bacterial count of the foot surface is extremely high, more so than in any other part of the body. Conditions for the growth of fungi are ideal; providing heat and moisture plus an abundance of keratin in the nails and thick horny layers of the skin. To this may be added the fact that foot hygeine is ordinarily rather poor. Because the feet are exposed to extremes of temperature, peripheral vascular changes of a passing or permanent nature also enter the picture.[19]

Conditions commonly encountered include fungus infections, dishydrosis, pyodermia, contact dermatitis or eczema, plantar warts and hyperhidrotic conditions, including bromidrosis. Less frequent but often misdiagnosed and mistreated are such dermatological conditions as papular syphilids of the soles, psoriasis, lichen planus, and erythema multiforme. Because the foot is so susceptible to dermatologic disorders, it has been the target of numerous chemicals and drugs, used singly and in various combinations. As a result overtreatment dermatitis of the feet has become all too common a condition. As remarked by Underwood and his associates[21] in a report on the many compounds used in treating pedal dermatoses, "The human foot has become the target of unbelievable chemical abuse."

Much of this abuse is due to self-medication, but some of it can be traced to doctors' prescriptions, especially in patients who have been treated by a number of physicians. The chiropodist often sees the effects of such over-treatment. Through his more intimate knowledge of the foot, he is able, not only help to prevent such conditions, but can more effectively treat the infections for which the various products were used in the first place.

Among the most common dermatological conditions encountered by the chiropodist are the hyperhidrotic disturbances. Sometimes the etiological factors are constitutional and require general rather than local treatment. In the majority of cases, however, the condition is essentially local in character and the excessive perspiration flow responds to local therapy. In general, excessive sweating is a contributory or causal factor in a considerable number of skin diseases. On the feet, severe grades of hyperhidrosis produce maceration, swelling and scaling which are often misdiagnosed as fungous infection. It is also responsible for a disabling condition of the soles called "symmetrical erythema."

The chiropodist may employ or prescribe a number of preparations to combat or clear this condition. Powders are especially useful in both prophylaxis and treatment. Frequently recommended[19] is the well-known army issue foot powder, which consists of:

Salicylic acid	2.0 Gm.
Boric acid	6.0 "
Zinc stearate	3.0 "
Exsiccated alum	1.0 "
Starch	10.0 "
Powdered talc	78.0 "

An alternate foot powder for use in cases of hyperhidcocis is made from:

Zinc peroxide	10.0 Gm.
Tannic acid	5.0 "
Boric acid	20.0 "
Bentonite	10.0 "
Talc	55.0 "

(*Continued on page 222*)

HOW WE RUN A SALES MEETING!

By FRANK H. PRATT*

OUR present manner of running a sales meeting represents current thinking. Very frankly, in years past we did differently and next year we may change from our present plan. However, at the present time we have evolved a type of sales meeting which we believe is successful.

We might start out with the thought "Why a Sales Meeting?" It is my definite opinion that there must be a purpose, there should be a reason. Merely to hold a sales meeting for no reason whatever can conceivably be a waste of time on the part of those in attendance as well as those who are conducting the meeting. The reasons can be varied and may tie in with the dissemination of medical information, say on a new product about to be introduced. The presence of personnel from our Medical, Marketing Research and Advertising Divisions is solicited by Sales and a spot on the programme is assigned to them. Whatever the reason or reasons, a planned program is essential. Our own experience is that the well-planned one-day sales meeting from 9 in the morning to 5 in the afternoon is to be preferred to the two or three-day affair. In this connection, we should like to call attention to what we consider an entirely different proposition and that is the so-called Refresher Course or Conference for older representatives which may extend for a week or two. However, we are talking about sales meetings.

As a medium-sized house, we find ourselves organized along division lines with a divisional manager assigned to a certain division of the nation. These divisions are divided into districts, each district being under a district manager who has the sales supervision of a certain number of field representatives. We believe that district sales meetings suit our purposes best; hence our sales meetings recently have been district sales meetings.

With this background established, and assuming a "reason" exists, steps are put in motion towards holding a sales meeting. Utilizing channels, district managers are advised by our division managers that such-and-such a date is to be scheduled for a sales meeting. The details of notifying our sales representatives, the securing of hotel accommodations, etc., are delegated to the district manager. Ample notice is essential for all parties concerned as there is nothing more upsetting than a "rush" or "hurry-up" short-notice meeting.

In our own transition from a "small" pharmaceutical house to a "medium-sized" house, we have experienced the holding of sales meetings at our home office and we have held meetings at our branch offices in the past. Our present policy, and we believe the better policy, is to engage a conference room in a hotel, preferably the hotel housing the out-of-town representatives, and if the meeting is scheduled far enough in advance, this can usually be arranged. Naturally, the district manager is advised of this desire and is also informed of the visiting "brass" in order that hotel accommodations for them can be provided.

The question of expense in connection with the holding of a sales meeting occurs to sales managers and many are the ways and means devised to cut down on this item. Personally, such measures as holding sales meetings on Saturdays, Sundays or holidays, is to my way of thinking, bad psychology and it is our practice always to schedule a meeting on a regular week work-day. Minimum "lost" time from territory is of importance and naturally this is taken into consideration. Wherever possible, we plan to have our men "in" at the hotel on the evening prior to the meeting, and hotel rooms are procured accordingly. No planned social function is scheduled for this "night before" and it usually resolves into informal get-togethers and the inevitable "bull sessions," which in themselves are many times profitable to both the sales representatives and to us from the home office. Little problems, and sometime big problems, are settled in a few minutes of conversation to the mutual satisfaction of both parties whereas otherwise much correspondence would ensue. Too frequently, these problems would not even appear in correspondence.

The actual running of our district sales meeting is delegated to our district manager. He presides as chairman, opens and closes his own meeting. We have furnished him with an outline of a time schedule, specifying certain orders of appearance and allocated time for the various visiting speakers, including the divisional manager, who is always present at these meetings. Recess periods and lunch hour are also provided for. By the way, the "evening before" session affords an opportunity for the home office, divisional manager, and district manager to be "briefed" and in complete accord with the planned activity for the following day.

All of us are familiar with the wide popularity of the "audience participation" type of radio program. With what we believe is excellent success, we have allocated time on our sales meeting program to the sales representatives and have instructed the district managers to contact men of their own choosing with the request that they prepare a paper not to exceed 15 minutes

(*Continued on page 226*)

*Domestic Sales Manager, Ciba Pharmaceutical Products. Delivered Eastern Section, A. P. M. A.

NEW DEVELOPMENTS IN FIBRE CONTAINERS

By J. D. MALCOLMSON*

NOW that the war emergency is over, we notice a distinct tightening up on the part of the Classification Committees in enforcing existing regulations. Most reputable box makers have no desire to violate these rules, and now that raw materials of better quality are more available, the railroads have less reason for complaint. The regular reports of the Quality Group of Container Laboratories, Inc., show a distinct improvement in the Mullen test and other strength properties of corrugated containers. For example, their last report showed a new high average of 234 for the 200 test corrugated boxes from 74 participating factories. The fibre box industry is cooperating with the railroads through joint committees in a twofold effort to develop performance standards and to institute an inspection service to see how shipments are arriving at destination. It is planned to keep these performance standards out of the basic Rule 41 and to cover them under specific committees. The requirements for glassware packaging have been re-written, but it was elected to leave them in Rule 41, although it is hoped that some day Rule 41 can be revised to form a set of basic specifications without reference to a specific item.

Another indication that performance specifications are displacing material specifications was shown by a speaker for one of the largest soap companies at the Atlantic City Packaging Conference last month. He mentioned that they operate only one Mullen tester to enforce Rule 41 compliance, but beyond that, most of their containers are specified on a compression test performance standard—without regard to what the corrugated boxes are made of. This same thought was repeated by the representative of one of the largest toilet tissue producers.

*From a talk before the Container Forum of the National Association of Purchasing Agents, Stevens Hotel, Chicago, Illinois, June 21, 1949.

Light Weight Containers

It should not be inferred from the preceding paragraph that shippers and box makers are oblivious to

tare weights. Actually these weights have an important bearing on freight charges, and the Jute industry is now carrying on concerted research under the auspices of the Jute Institute and the Institute of Paper Chemistry at Appleton, Wisconsin. The principal objective of this research is to bring the weights of jute liners down without loss of strength. One of the methods which will probably be used in striving for this result will be a concerted effort to reduce minute sand and dirt spots which come from the raw material paper stock. These spots have a tendency to lower the Mullen test out of all relation to their actual weakening of the board so that compensation must be made by increased weight and higher average test. Additional help in this direction is coming from improved sorting of waste-paper and it is interesting in this connection to note that the Waste Paper Institute has recently adopted a new set of grading standards.

Materials

The high wet strength V-box which was produced in the closing days of the last war at the rate of over 30 million boxes per month does not require additional mention other than to say that a modified box known as the VUS container has been developed for commercial and export uses. "V" stands for weatherproof board, "U" for underwriters and "S" for solid fibre. This box is now being accepted by marine insurance companies without the usual penalty which is assessed on domestic fibreboard containers used for export. We have had some pretty sad experiences due to the misapprehension that a good domestic box will carry equally well to the ends of the earth.

Another development just announced is the so-called sulfur treated corrugated medium which contributes remarkable rigidity to a corrugated box both at normal and at high humidities. This development has overcome the seemingly insuperable obstacles of lack of bending quality and inability to take glue. Apparently when the treated corrugating medium is incorporated into double faced board, the sheet will bend adequately and the heat of the corrugating rolls seems to drive the sulfur sufficiently into the board so that the surface of the corrugation tip accepts adhesive at normal production speeds. Corrugations have also been given increased rigidity by various other chemical and plastic additives as well as by greater care in stock preparation and fibre formation. Occasionally two sheets are laminated together before corrugating, contributing extra strength and rigidity. One of these is being advertised as the Duo-Arch.

Within the last few days, Gair has announced a new single ply solid fibre board under the name TUF-BORD. This cylinder formed sheet has an excessively high Mullen test in terms of pounds per point of caliper and is particularly suited to small containers carrying material of high density such as hardware. This box would use a 125 test freight certificate.

New developments in gummed joining tape for corrugated containers include the incorporation of glass fibres into a duplex structure, somewhat similar to the familiar Sisal tape. The Scotch Tape people have developed a pressure sensitive paper tape which is so strong that it cannot be torn in two by hand, and it is suggested that this can be used in place of metal strapping. It remains to be demonstrated, however, whether or not this tape will "creep" under prolonged tension.

Fabrication

The Quality Group of Container Laboratories, Inc., as well as other testing laboratories have demonstrated that improved raw materials do not necessarily make a better corrugated box. It is well known that the best materials can be ruined by improper fabrication, but recently laboratory research has enabled this damage to be expressed in actual percentages. Perhaps the most vulnerable part of the corrugated box is the corrugations themselves, and any carelessness in fabrication which damages or deforms these corrugations, inevitably leads to lowered compression resistance. Corrugations can be crushed in almost any stage of fabrication, including combining, slotting, creasing, printing and joining. The box maker is constantly in the dilemma of trying to produce the best possible printing job without at the same time crushing the corrugations. As a result, important developments have recently taken place in providing rubber plates of

(*Continued on page 227*)

Illustrations from top to bottom show 1. The VUS Weatherproof Export Solid Fibre Container properly strapped for export. 2. and 3. Solid fibre boxes with special lock device, shown before the flaps have been locked, and after they are fastened, using no glue, stitches nor tape. 4. Corrugated Power Packs consisting of six trays and cover strapped to an expendable corrugated pallet.

Photos courtesy Robert Gair Company, Inc.

WIDE WORLD

MANICURE

By HARRY HILFER

IN ANY packaging design, there should be incorporated a utilitarian as well as an aesthetic appeal in order that the package may help consumate the sale. In considering nail lacquers from a packaging standpoint, the eccentricities and the behavior of the lacquer should first be examined so that a clearer understanding of the problems which may arise, and eliminated by proper packaging, may be arrived at.

Lacquers consist of volatile solvents, nitrocellulose, pigments and titanium oxide, and resins and plasticizers. The package has incorporated in it a brush as an applicator usually attached to the cap. The presence of a volatile solvent poses the first problem—that is evaporation loss—necessitating an air tight closure, which has been adequately taken care of by a cork and foil seal. The size of the bottle opening also has a bearing on evaporation loss—since the greater the diameter of the opening the greater would be the area exposed to evaporation. Therefore, the smaller the opening the smaller would be the evaporation loss. A proper opening, therefore, would be one as small as possible, but still large enough to easily permit passage of the brush back and forth. A small opening also serves the further function of automatically removing excess lacquer from the brush as it is drawn from the bottle by scraping from the sides. The top of the neck should be perfectly smooth since any indentations in the surface would provide a possible escape passage for the solvent vapors.

The cap itself should be composed of a material which would be resistant to solutions of the solvents contained in the lacquer. There are many such available and in current use. The presence of the volatile solvents raises the problem of vapor pressures which are dependent on the temperatures to which the system is subjected. If we assume the presence of an air-tight seal, the building up of this pressure caused by high atmospheric temperatures or by transfer to a low pressure atmosphere—such as a high altitude area—could cause the bottle to crack. This tendency is usually circumvented by a fill of only 85-90 per cent of capacity so that an air space may remain into which the vapor may pass. Too small an air space could result in breakage or leakage because of possible expansion of the lacquer due to excessive heat. The size of the air space, therefore, becomes as great a factor in considering the packaging of lacquers as does the package itself. The usual method of control is provided by the filling mechanism. The types in greatest use are the vacuum fillers which have a stem fitting into the bottle through which the lacquer flows after the bottle has been evacuated. The bottle is then filled with lacquer, this operation automatically breaking the vacuum and also stopping the flow of lacquer into the bottle, and releasing the bottle from the filling head. The volume occupied by the stem, after its withdrawal from the bottle, would be replaced by an air space of equal volume. Therefore, the air space can be controlled by the size of the stem.

The cap holding the brush is usually inserted by hand and proper tightening accomplished by a capping machine. This machine may be controlled to any desired torque. The proper torque being one which will yield the desired air-tight closure and at the same time permit easy loosening.

PREPARATIONS

The bottle itself should be designed with a maximum utilitarian purpose in mind. Primarily, we must consider how a bottle of greatest stability could be attained, since spillage of lacquer is rather disconcerting. A broad base with a low center of gravity seems to be the obvious solution from this standpoint and from another which will be discussed later. However, the broader the base as compared to the rest of the tapering bottle, the greater would be the loss of lacquer, which could not be reached with the brush, to the consumer. In the design of the bottle, therefore, the tapering from bottom to top should not be too great.

Another advantage of the tapering bottle lies in the presence of titanium oxide. In theory the smaller the particle size of a dispersed pigment, the easier would it be to hold it in dispersion. If the size of the particle is cut down too far however, it will no longer reflect light and therefore lose its function as an opacifying agent. There is an optimum point, however, where the pigments will remain in suspension and still retain their property of reflection. This optimum may be reached by the bulk of the pigments, but there are bound to be perhaps 2-5 per cent of the particles which would be coarse by comparison and have a tendency to drop out of suspension. Actually, the loss of this small amount of pigment (it is most prevalent in the titanium oxide) will not materially alter the shade or the opacifying properties of the lacquer, but it may sometimes cause the package to appear rather unsightly if it should fall along the sides of the bottle where it could be seen. A bottle with a broad base as compared to the top easily overcomes this difficulty since the coarse particles will drop to the base without interference by the sides and will not be noticed.

Most manufacturers have followed this course in bottle design. One well-known brand has recently changed its bottle from a reverse type of taper (used perhaps because it better fitted its name) to one which tapers to a broader bottom so that this defect may be overcome.

Since almost all other popular nail preparations are sold as liquids, the same general rules as far as closures and fills apply to them. There is no pigment problem attached to their packaging, however, and they therefore are not as difficult to handle. Since the cuticle removers, however, are somewhat alkaline, they have a tendency to absorb and precipitate silica from the glass. This tendency may be somewhat tempered by the incorporation of an opacifying agent, which hides the precipitation.

The nail enamel field is now one of the most competitive and manufacturers are now trying more than ever in the past to find some edge over their competitors. A recent innovation is the long handled brush, designed for easier handling and more exact application of the film. This was incorprated into a new package with excellent aesthetic as well as utilitarian appeal. There has recently appeared notice of a new type of bottle having finger rests incorporated into the bottle shoulders; an apparently excellent idea.

Certainly, the trend in the packaging designs for lacquers is along utilitarian lines, but with a proper aesthetic appreciation at the same time.

BRITAIN'S COSMETIC GROWTH

By B. A. SHEPHERD

THE remarkable growth of Britain's perfumery and toilet preparations industry may be gauged by the vastly increased rate of overseas trade achieved by the industry during the decade 1938-1948. Well developed before World War II, in 1938 the industry sent abroad goods to the value of over one million pounds sterling. By 1948, the last year for which complete figures are available, the export rate had risen approximately threefold, or on the more accurate weight basis, approximately twofold, reflecting considerable credit on a young industry beset for long periods by raw material and container shortage, and more recently by import restrictions operating in a number of countries against these so-called luxury goods.

During World War II, the British cosmetic industry concentrated its production on items vital to the national war effort. The many problems arising out of this wartime concentration were handled by the industry through its manufacturers' association. Drastic cuts in production resulted in troubles in the home market, which were soon overcome. Although at first reluctant to appreciate the need for continued production of toilet preparations under wartime conditions, Britain's Government soon recognized that a reasonable supply of cosmetics was necessary to maintain women's morale during the war years. By 1944 it had become clear that a much more active interest was being taken by the Government in the industry and it was confidently forecast then that peacetime demands, especially in the export field, would be met promptly by an industry emerging virtually intact, though somewhat attenuated, from the war. Moreover, the idea that the manufacture of toilet preparations was wholly a luxury trade had been killed for all time.

An Outstanding Achievement

The industry had learned much during World War II, and when it had ended, immediate decontrol was not demanded as such a development would have caused only chaos and inequity. Fundamental necessities—factory space, labor and raw materials—were still in short supply so progressive easement of control with improving circumstances was wisely chosen. The labor problem presented less difficulty than in many other industries undergoing a similar process of rehabilitation. The bulk of the work in cosmetics factories does not call for skilled hands; it is neither arduous nor unpleasant, but is attractive to women workers.

The problem of presentation, however, was not an easy one to solve. A scarcity of good containers, of cardboard, plastics, wood or metal, and a shortage of light textile materials, made it difficult for a manufacturer of high-class perfumery products to turn out goods worthy of his high reputation. The industry's first concern was naturally to increase its export trade. Its early efforts in this direction were so successful that by the end of 1945 the value of overseas shipments had begun to increase, and in four months (January-April, 1946) reached the astonishing figure of £1,000,000 sterling, with a suggested target for the whole year of no less than £3,500,000. Some idea of the conditions of the industry at that time can be gained from the following statement issued by the Toilet Preparations and Perfumery Manufacturers' Federation of Great Britain in July, 1946:—

"The industry's achievement of a million pounds' worth of exports in the first four months of the year is an outstanding one; it represents no less than three times the rate of toilet preparations exports before the war and has been accomplished in face of considerable difficulties, for many of the industry's factories were used for war production and manufacturers have not yet been able to re-establish their full productive resources. British cosmetics of high quality—perfumes, face powder, lipstick, rouge, face creams, brilliantine and hair creams—are being shipped every day to markets all over the world. The success of their export drive has earned manufacturers the right to increased quotas for supplies for the home trade but, owing to the shortage of containers and materials, the quantities of cosmetics in the shops for the women at home are likely to continue rather scarce for the time being in order that exports shall have priority, but every lipstick or other make-up item exported is a direct contribution to Britain's ability to buy foodstuffs and other essential imports. Manufacturers are expecting that conditions will become gradually easier and will enable them soon to increase supplies for the shops in Britain as well as to keep up their export drive."

In 1947 total exports of perfumery products reached a figure of £3,296,801, but in the last year of the period under review the value declined to £2,957,623. This probably reflected to some degree the end of the post war artificial "sellers market," coupled with import restrictions which have everywhere curtailed export opportunities. Despite temporary setbacks, however, Britain's perfumery manufacturers are confident that with their traditional quality, sound design and com-

(*Continued on page 231*)

*Member of Britain's Pharmaceutical Society; editor of "The Chemist and Druggist Export Review" (London).

EMPLOYEES AND PATENT RIGHTS

By THOMAS CIFELLI, JR.

WHETHER it is just another sign of the present "recession" which we seem to have done a good job of talking ourselves into, or whatever the reason may be, the fact remains that recently there have been initiated several suits involving employers and employees and more especially who owns the invention made by the employee while as engaged as such. This is somewhat surprising as the patent law on this subject is very definite and clear. However, it is doubtless true that many considerations not mentioned in the decisions of the judges enter into the filing and prosecution of the suits so the full story cannot be gleaned from a mere reading and study of the opinions of the courts. Nevertheless, because of the uptrend, minor as it is, of suits involving the question, a detailed study of a recent Federal case involving one of the large soap companies perhaps will be of interest.

The case in question was between Donald E. Marshall and Colgate-Palmolive-Peet Company. It was brought in the Delaware Federal District Court and Marshall, who lost in the Delaware court, appealed unsuccessfully to the United States Court of Appeals for the Third Circuit, Philadelphia. At this writing it is not known whether the case will be carried to the United States Supreme Court or, if that is done, whether the highest court will take jurisdiction.

It seems that Marshall, while employed by Colgate, had made three inventions which were the subject of different patent applications. The inventions related to: (1) the manufacture of milled floating soap; (2) a combination bar, made by uniting separate pieces of soap and a synthetic detergent (VEL); and (3) the spraying of materials in solution on preformed particles, such as soap particles while suspended in gas or air (fluidized).

The suit was brought by Marshall who sought a judgment declaring that he has the entire right in the three inventions. Marshall also claimed to have suffered damages of at least five million dollars as a result of Colgate refusing to consent to his exclusive ownership of the inventions and thereby preventing Marshall from their full exploitation.

Colgate, on the other hand, denied Marshall's exclusive right and indeed asserted that it owned the inventions, or at least had the right to their use. Also, Colgate stated that Marshall made improper use of certain confidential information derived while he was employed by Colgate. Naturally, Colgate also denied any damages to Marshall.

It seems that Marshall had had many years experience in soap manufacturing as well as in other industries and had recognized ability in production methods and in the development of new and improved procedures and products, all before his Colgate employment. While at Colgate, Marshall made rapid progress, being advanced in positions of authority and importance, as well as in salary, finally becoming Director of Engineering at a substantial salary.

The position of Director of Engineering was new, created at the time of Marshall's appointment to it. There had been no position of this importance before. Marshall "put across" two million dollars worth of construction work and handled the engineering arrangements for a nine million dollar post-war construction project for Colgate. He was also made head of the committee appointed to carry out this project, the other members of the committee being the Research Director, the Vice-president in charge of the Research Department, and the manufacturing head of the Jersey City plant of Colgate.

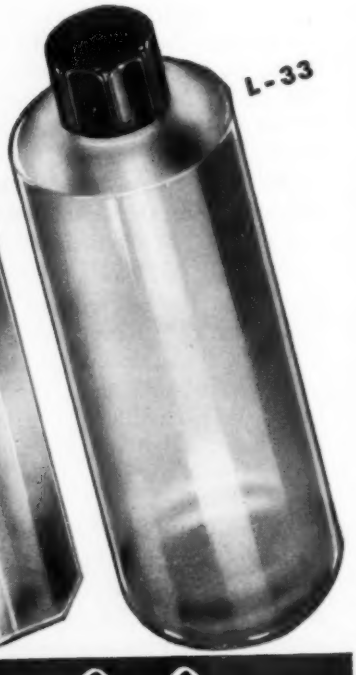
In the conversations leading up to the employment of Marshall by Colgate the improvement of Colgate's products, such as floating soap, and of its equipment were discussed by Marshall and officials of Colgate. In his first assignment as Assistant to the Vice-president in charge of Production, Marshall's duty was to familiarize himself with the plant's processes, products, personnel and organization of Colgate so that he could report "such changes, corrective measures, that in his judgment seemed advisable." As a result Marshall became fully acquainted with Colgate's research and development work.

One of the problems that Colgate was working on was the production of a floating soap. This involved the working out of new processes and equipment on a plant scale, and inventions arose in this work. At this time it was Colgate's practice to have inventions assigned to it and for Colgate's patent division to prepare and file patent applications on the inventions. Assignments were made at the time the applications were executed. This was in the absence of written agreements to assign. The District Judge found that Marshall's conduct indicated that he was fully aware of this practice and in fact aided in maintaining it in effect, conforming to the practice set up and requiring the men under him to do so also. It appears that Marshall assigned to Colgate all inventions which he made during his employment by Colgate except the three in controversy. In conformity with this practice, Marshall in dealing with outside consulting engineers

(*Continued on page 233*)

Stock Bottles

that give your package INDIVIDUALIZED DISTINCTION -available in all popular sizes



Add glamor and distinction to your package, without the costly investment of special design, by selecting one of the many artistic Swindell stock bottles . . . The four bottles illustrated are representative of a wide variety available for your choice . . . in sizes ranging from 1/8 ounce to 16 ounces.

SWINDELL BROTHERS
BALTIMORE, MD.
200 Fifth Ave., New York - Roberto Ortiz, Havana, Cuba

When you think of bottles, think of

Swindell

PACKAGING AND SELLING

NO BOUQUETS FOR ROBINSON-PATMAN

AMONG the unexpected results from the "Freight Absorption Ruling of the F.T.C. and the new" O'Mahoney Bill" in the Senate, designed to mitigate some of the resulting confusion, are the side-lights which are revealing unworkable features of the Robinson-Patman Act.

There has long been a growing feeling among attorneys and certain Senators and Congressmen that the various so-called anti-monopoly laws have become a confusing, contradictory mess, bewildering to the business man and very often unenforcible without severe injustices. There has also been a growing feeling that some of the features of the Robinson-Patman Act, for instance, are entirely contrary to the basic objectives of government today, to the basic need of our times, and to the direction in which business is struggling to reduce the price of goods to the consumer.

We are entering today what may be very well called "The Age of Distribution." There will still be some reduction in the cost of goods to the consumer resulting from factory and technological improvements. But it is becoming increasingly clearer that the place where substantial cost reductions can be made, on a scale equaling the wonderful record of production economies of the past few decades, is in the field of distribution.

Several speeches at the recent annual convention of The National Association of Purchasing Agents are indicative of the new trend of thought. Said one attorney in a speech, "The Sherman Act and the Trade Commission Act require sellers to have flexible price structures with different prices to different buyers in different markets, while the Clayton Act as amended by the Robinson-Patman Act is interpreted to require all sellers to have rigid price structures." Another attorney quoted the Secretary of Commerce in testimony before a Senate Committee as saying, "In some situations business men feel that they are confronted with a choice between violating the Robinson-Patman Act by charging different prices to different customers or violating the Anti-Trust Laws by charging uniform delivered prices."

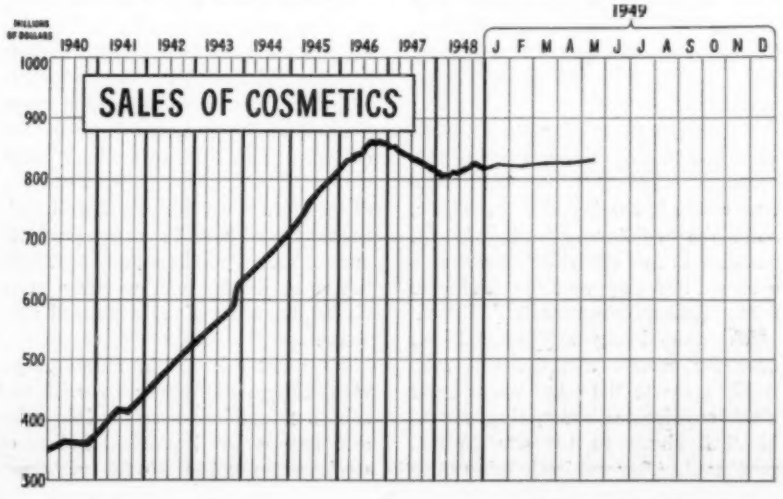
The Trade Commission's chief economist recently stated, "There may be a certain amount of conflict between the basic philosophy of the Robinson-Patman Act and the basic philosophy of the laws against conspiracy." The purchasing agents accepted that as a masterpiece of understatement.

Anti-Trust and related statutes comprise a jumble of Federal Laws with a background of a bewildering jumble of State Laws relating to monopolies, price agreements, price discrimination, resale, price control, selling below cost, cooperatives, minimum mark-ups, contracts not to compete and many other curious state laws.

As one attorney said, "The basic problem is: Do we want competition mainly for economic reasons or mainly for social and political reasons. Are we more interested in promoting economic efficiency—with lower prices and greater production—or in protecting the way of life of the small business man—are we interested in protecting competition or competitors."

In concluding a penetrating analysis of the Robinson-Patman Act, an attorney stated, "However commendable its aims, the operation of the Act has not carried them out successfully. The Act has not encouraged competition. It has promoted price rigidities. It has prevented change in methods of distribution without holding a belief for the power for which the act was aimed. It seems to me the cure is worse than the malady."

Retail sales of cosmetics for the twelve months ended with May 1949 amounted to $831,318,000. This compares with $827,932,000 for the twelve months ended with April 1949 and with $812,874,000 for the twelve months ended with May 1948.



A Swift Kick for the Helping Hand

This is a story of a man who tried to do right by our Lil and who was promptly kicked where it hurts most in return. Our Lil in this story is the retailer, particularly the big retailer. The man who tried to do right was the new manager of a perfume company who was called in to save the company's life when it was suddenly discovered that a very top-heavy inventory in retail hands put the company into a very dangerous and faltering position. Investigation showed that it would take around $1,000,000 to call in all of the excess inventories which retailers were clamoring to return.

Unable to live through the full intensity of a hurricane of this sort, the new management worked out a

proportional plan in which they would take back a substantial part of the stock on an open credit basis. In the course of human events it was decided that in certain critical conditions with major retailers that the company would take back on an open credit basis all of the stock which the retailer insisted must be returned.

These particular retailers were profusely grateful and were loud with promises for future good-will and cooperation.

In order to balance this generosity and apparently far-sighted selling policy, the management was proportionally tough with certain other retailers who did not seem to be as heavily overloaded as their own fears, their comptroller and their bank were insisting was the case. These retailers were told that they had bought the merchandise with their eyes open, that they did not have too much stock, and that they had better get out and sell it if they wanted to dispose of it. These retailers retorted in fury that they would dump the stock and that they would never under any circumstances, even if it meant going out of business, ever permit one single dram of this double polluted perfume in their store again.

Here is exactly what happened. The big stores that were given nearly full returns and which were oozing with kindliness, good-will and affection toward this perfume company never made another purchase of this perfume and in the course of a year and a half have not reordered one single drop. They are no longer customers of this company and they have disappeared from the system of distribution.

On the other hand, the violently disposed retailers, who felt bitterly that they had been subjected to the most brutal sort of treatment, promptly got on the job with display and selling and in not too long a time they had moved all of this top-heavy inventory out of their stores. After this, discovering that some of their clientele were persistent in wanting another bottle of this perfume which the store had sold them, they forgot their grudge and were reordering in very fair amounts, considering the general status of today's fragrance market.

The net result of this episode is that this manufacturer finds himself working very smoothly with the retailers he kicked around and who promised earnestly to cut his throat, and that he is so far on the outside that he doesn't even have a chance to look in with the retailers to whom he gave every possible consideration and who in turn had promised to love, honor and obey him.

This is one of the best examples that we have seen in an illustration of the philosophy of over-loading and under-loading the retailers. With all of its consequences in the retail dumping of products at reduced prices, its dangerous effects on prestige and on the cooperation of other retailers, it still remains true that moderate and intelligent over-loading is the best known stimulus to force retail selling and retail display.

On the other hand, under-loading with all of its ethical benefits and supposed influence on retail good-will is still an influence for retail neglect and lack of interest.

Self Service in a Department Store

Almost everyone has a story about inattentive and poor selling by retail clerks. The casual shopper who moves through the super-market, the neighborhood drug store, the small specialty store and then to the department store must be continually impressed with the very heavy obstacle that the department store faces in selling competition, because of the attitude of the retail clerk in many departments.

One of the best stories illustrating this came to us from a friend at first hand and because of many graphic details we are certain that it is true.

This particular friend purchased a small cedar chest, about three feet long, from a large and very well-known New York City department store. When this chest was delivered, he discovered a crack in the wooden plank which made up the bottom of the chest. Rather than go through long tedious detail in having the department store call for this chest and return another, this party decided to rewrap the chest and carry it into the store for immediate exchange.

He arrived at the furniture department and in this vast area was unable to see a single clerk. Several people were restlessly moving around the floor, and in the far distance a few individuals, lounging in idle discussion, gave some evidence that they were the sales force of the furniture department.

After wandering idly around the floor for several minutes, this man finally came to the place where cedar chests were located, among them several identical chests to the one he had purchased. After waiting in this section of the floor for several more minutes, without the appearance of any sales clerk or any other evidence that he was not on a very sparsely settled island, this man came to a sudden decision. He unwrapped the chest with the split plank, replaced it on the floor, and after carefully examining several other chests, picked one which he found to be perfect and rewrapping this, he walked casually off the floor, out of the store and back to his home.

We do not recommend this as a method for handling returned goods to a department store. But we must admit that there is some merit to it under conditions where, after a fair and substantial interval of time, no store employee makes an appearance.

Vending Machines

The vending machine failed to justify the wave of excitement and interest in merchandising circles which took place several years before the war.

One large enterprise, which promised to mechanize a large part of retail sales, started out with a burst of extravagant publicity and then failing to secure the millions of dollars of capital which was the primary purpose of this publicity, it quietly receded from the industrial scene.

Following that we had a period of about 10 years when the vending machine took a very humble position in retailing and to a large extent it ended up in a very unhappy environment for retail sales. There are some indications now that the vending machine has fully justified its economic existence and that with notable mechanical improvements, it is about to enter into a new era where it may become an increasingly important factor in the marketing of utility products.

One reason for a growing interest in vending machines is that self-service and open display in the super-markets have proved that this method of selling will actually sell more goods than where a retail clerk intervenes between the customer and the sale. The main reason for this odd fact is that a number of tests prove conclusively that a high percentage of sales in utility products are unplanned purchases, and that only the open display can properly meet the requirements of an unplanned purchase.

No retail sales clerk, unless gifted with a hypnotic power to read the subconscious mind, could possibly guess and suggest the items included in an unplanned purchase to the customer.

The advantages of the vending machine are an even lower cost of operation when the machine is suitably placed, and the ability to locate the machine at points of major convenience to many shoppers where it would be impossible to place a retail store. For instance, there has been a great deal of talk that in the construction of new large, housing units, particularly apartment houses, that room be made available in a central place for vending machines that would carry all utility, convenience products.

If the vending machine becomes an increasingly important retail outlet, there will be a great deal still to learn in this method of marketing. For instance, it is stated that at LaGuardia Field, when a machine was moved six feet, it doubled its income.

The Penny

The penny is not only a very important coin, in spite of our growing tendency to look at it with annoyance, but it will probably continue to be one of the most important of all our moneys.

A glance at the retailing advertising in any newspaper is ample proof of that statement. Everybody connected with merchandise that is sold at retail knows that there are certain prices which the consumer favors and there are certain other prices or blind spots which for some unexplained reason act as a deadweight on the sale of merchandise.

For instance, we know, and the variety stores have amply proved this, that 10 cents and 25 cents are nice round, easy figures which appeal to the consumer pocketbook and which have been made, through super-clever selling, to represent a bargain and which impose no obstacle in the quick transfer from the pocketbook to the cash register.

But when we leave that magic impression on the public mind, we encounter a series of figures that appear to be the tested favorites of retailers and which in every case are odd figures, proving the potency of the penny to suggest a bargain to the public mind. For instance, between 10 cents and $1.00 the prices 19, 39, 49, 79, 98 appear with the greatest frequency.

Fair Trade

Fair Trade occupied most of the time and was the topic of greatest interest at the sixth annual meeting of the Wine and Spirits Wholesalers of America.

Said one speaker, "The general belief that Fair Trade legislation was depression legislation enacted to deal with the emergency created by over-supply of commodities is erroneous."

Of the 44 states which have enacted price maintenance enactments, one, California, passed such legislation prior to the N.R.A.; another, Oregon, enacted such a law in 1933, and the remainder passed Fair Trade Laws at a time when National Recovery Laws were rapidly becoming a part of our historical past.

The general belief that Fair Trade permits private persons an opportunity to fix prices to their advantage was criticized. Under a minimum resale price contract, the retailer is not forced to sell at the price stipulated in the contract, but merely agrees not to resell at less than the stipulated price.

The United States Supreme Court has ruled that protection of property and not the fixing of prices has been the aim of Fair Trade Laws. Such statutes are not monopolistic nor do they tend to monopoly since they operate vertically for an individual product and are in no way a horizontal agreement to establish a retail price.

The Candy Shadow for Toilet Preps.

An indication of the velocity which food stores are invading the candy market was provided by Robert Mueller, managing editor of the Progressive Grocer who stated that candy sales in food stores passed the $500,000,000 mark in 1948, thus making food stores the Number One retail candy outlet.

These gains are mostly in supermarkets and largely are the result of this form of retailing and of self-service.

This swing in the retail distribution of candy is interesting to our industry as a possible indicator of what could happen to certain basic utilities among toilet preparations and household remedies.

According to Mr. Mueller, other types of stores, because of higher operating expenses, are unable to match the price of food stores. For this reason, plus the use of self-service displays, food stores in the future will claim an even greater percentage of the retail candy business, he stated.

People Make Business

People, rather than locations, determine the success of department stores, according to Edward W. Carter, president of the Broadway Department Store of Los Angeles.

Mr. Carter believes that the great stores of America have been the result of management more than anything else. As a notable example, he named J. L. Hudson Co. of Detroit, and as other examples, the Hecht Co. in Washington, which started with a handicap of a secondary location and I. Magnin & Co., San Francisco. Examples of rapid advancement are Shillito's in Cincinnati and Foley's in Houston.

Sales Concentration

Concentration of lines was the main theme for a recent meeting of the National Dry Goods Association.

Lewis J. Melicek, general merchandise manager of Crowley, Milner Co. of Detroit pointed out that in prewar days 30 to 35 per cent of a store's stock accounted for 65 to 70 per cent of its sales. The difficulties a store encounters in trying to stock too large a price range are: (1) Sales loss because in such a multiple stock many individual items are lacking at any one time and (2) if inventory control is carried out to an extreme so that this stock is so complete no sales are lost, the rate of turnover will be too slow and there will be too many left-overs.

According to Mr. John Banigan, divisional manager of Allied Stores Corporation, no store can possibly carry the products of 54 refrigerator manufacturers, 60 laundry equipment makers, 92 range makers and 117 manufacturers of radios and T.V. sets. He stated that the number of known manufacturers in each line in a store's merchandise compels in itself reduction and specialization and that this should be carried out by the store on the basis of its own selection.

The most damaging thing about stocking too many lines, in Mr. Banigan's opinion, is its effect on retail salesmen. Despite sales planning, merchandising and advertising, all effort is lost if the salesman fails to convince the prospect because he has no conviction in his own mind as to which of several brands carried by the store is the best.

A trend towards specialization of shopping items in retail stores, which seems to be becoming more and more an issue of elementary economics, will certainly have several direct effects upon the manufacturer. One effect is that the manufacturer will be forced into a higher degree of selected distribution than he plans or wants. A second effect is a very heavy increase of competition to secure the agency of the bigger and better stores. The third effect of this more narrowly selected distribution would be that some

#1

Non-rolling, extra-depth, Bakelite cap; thick-flange rubber bulb; Saftee-ball glass.

#3

Regular plastic cap; thin flange rubber bulb; semi-blunt glass.

#4

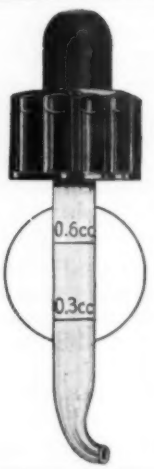
Single shell metal cap; oil-resistant Amekine synthetic rubber bulb (without strong odor); blunt glass.

New Perfection
DROPPING PARTS
Simplify Your Packaging Problem

The wide variety of sizes, styles and colors in New Perfection's complete line of dropping parts offers the answer to your packaging problem. Each component part is designed to present and administer your product in the most attractive, convenient manner. We supply dropping parts to fit your bottles or furnish the complete unit.

DROPPER GLASSES CAN BE CALIBRATED IN COLOR

An inexpensive extra that adds great convenience to the use of your preparation. The dosage you desire in the color you specify is accurately and permanently printed on the dropper glass. Trade-marks and firm names can also be imprinted.]



#2

Non-rolling, extra-depth Bakelite cap; thick-flange rubber bulb; special bent glass, plain or CALIBRATED.

New Modernistic bottle. Designed to lie flat for convenient labeling. Oval front provides ample label space.

RUBBER BULBS are supplied in many styles and colors. Non-swelling AMEKINE synthetic rubber is used for oil preparations; natural rubber is supplied for other products.

CAPS of plastic or metal can be furnished in a complete range of sizes and colors.

DROPPER GLASSES are available in a wide variety of styles and sizes; plain or CALIBRATED in any color to mark specific dosages.

BOTTLES in an attractive modernistic style in Amber, Blue, Green or Clear glass are available, with dropping parts, in the following sizes: 2 cc, ⅙, ¼, ⅓, 1 and 2 oz.

Write for Samples and Quotations

PENNSYLVANIA
GLASS PRODUCTS CO. INC.

"Glass Goods of the Better Kind"

430 N. CRAIG ST. • PITTSBURGH (13), PA., U.S.A.

manufacturers will have to change their whole conception of advertising and merchandising.

Mass magazine advertising, for instance, may have to be more highly specialized, at least in part, and store cooperation will have to be stepped up substantially. A final result which can affect some manufacturers drastically is that many manufacturers are in the same position that retailers find themselves, that is they have a multiplicity of lines which interfere with a production efficiency, result in a top heavy inventory of raw materials, and products which consume too much of the salesmen's time, limiting the amount of selling effort that can be planned on the few products that have shown that they possess the qualities for real sales growth.

Display

Display came in for a great deal of discussion at the recent regional meeting of the Association of National Advertisers. Howard Bloomquist, Advertising Manager, Toni Company, was one of the speakers.

"It is impossible to overemphasize the importance of getting displays used," Mr. Bloomquist said, "and the first job is to sell ourselves and our management on the importance of displays as an advertising medium. Too often point of purchase is an afterthought when it should be integral and a very important part of the overall planning."

Toni has settled on a policy of four displays a year, bunched to appear every other month during the summer season and it bases its display budget on the "task force" approach—how many customers it wants to cover and how much it will cost.

"In our case," says Mr. Bloomquist, "we have found that related item displays which give a retailer a chance to sell several items are best, and we concentrate on them pretty heavily. We have found too that 32" is about the maximum acceptable height for a window display and 17" the maximum height for a counter display. Contrary to what we have been told, we find little resistance to the depth of counter displays in which we frequently go up to 15" but we do find tremendous resistance to increasing their width.

"We make a fetish of displays with our salesmen. Their daily report forms contain spaces for filling in how many window and counter displays they have set up and their displays in this regard is extremely important in figuring bonuses, etc. Our average window displays cost from two to four dollars and we always tell dealers and salesmen how much they cost so that they know the material has value—it isn't just 'something for nothing.'

"We always make a point of duplicating our window displays on the inside so there can be no chance of losing a customer between the window and the counter."

Department of Commerce Monthly Retail Trade Report

Retail sales of all kinds in drug and department stores showing sales for the month of May 1949 as compared with the same period in 1948.

	Department Stores	*Drug Stores*		*Department Stores*	*Drug Stores*
Atlanta	–4	–4	Minneapolis	–3	–7
Baltimore	–6	–6	Milwaukee	–10	0
Birmingham	–5	–5	Newark	–12	–12
Boston	+5	+4	New York	–11	–2
Chicago	–4	+1	Philadelphia	–1	+1
Cincinnati	–4	0	Pittsburgh	–7	–1
Cleveland	–1	–4	Providence	–10	–3
Dallas	X	+1	St. Louis	–4	–3
Detroit	–5	+2	San Francisco	–6	–12
Los Angeles	–11	–8	Seattle	–2	–3

An Excellent Survey

"Consumer Shopping Habits Regarding Drugs and Cosmetics" is a detailed study just issued by the Bureau of Research, College of Business Administration of the University of Tennessee.

This study was made in personal interviews with several hundred families and with the retail trade in Knoxville. Among the points of interest in this study are the following:

Among the reasons that Knoxville families patronize the drug store where they purchase medicines, 75.6 per cent give convenient location. This is the first or primary reason for picking a particular store for 59.9 per cent of the families.

Other reasons for store preference fell substantially below this figure, particularly in regard to the first reason. As a primary basis for shopping 6.6 per cent give delivery service, 8.6 per cent personnel, 7. 8 per cent lowest prices, 2.9 per cent most complete stock, 3 per cent best quality and 6 per cent best prescription department.

It was interesting to note that the families in this city had a first or primary reason for shopping which was inspired by efficient clerks to the extent of only 2 per cent, a clean well-arranged store to the extent of 8 per cent, and brands carried at 7 per cent.

A very different situation prevails in the purchase of cosmetics. Here 44 per cent of the buyers selected convenient location as their preference, but of these only 27.4 per cent gave it as their first reason.

Additional first reasons for selecting a store were: brands carried 14.4 per cent, most complete stock 9.4 per cent, best quality 9.7 per cent, and personnel 9 per cent. In this case efficient clerks rated 4 per cent, but here again the clean and arranged store seemed to have very little advantage, because 0.5 per cent gave this as their reason for first choice with a total of only 12.8 per cent giving the orderly store as their first, second and third reason for selecting it.

In medicines 56.8 per cent of the people tend to patronize a store for six or more years and 53.2 per cent of the purchases were made by the wife.

It would appear that people are not very ardent readers of drug store advertisements, nor do they tend to ask advice when making a purchase; 19 per cent of these families read drug store advertisements regularly, 16.7 frequently and 35.5 on occasion. The effect of this advertising on brand choice turns out that 5.3 per cent regularly purchase, 12.6 per cent frequently and 26.7 per cent only occasionally.

It is a curious contrast in the way in which these families ask for advice when purchasing a drug or a cosmetic in a drug store. In purchasing drugs 13.1 per cent seek advice regularly and 17.2 per cent frequently, but for cosmetics only 3.7 seek regular advice and 5.6 per cent frequently. Even more interesting as a contrast, 34.5 per cent never seek advice in buying drugs and 77.3 per cent never ask advice in purchasing cosmetics.

Now . . .

CARR-LOWREY'S POPULAR, NEW OVAL DESIGN IN THE SIZE YOU WANT

These oval stock bottles, known as style No. 431, have previously been made in only two sizes. They have proved so satisfactory in actual use that we are now offering them in a complete range of sizes from 1 dram to 16 ozs. They have many features that recommend their use to cost conscious manufacturers.

BEAUTY—Clean, sharp lines . . . graceful proportions . . . well planned design . . . all contribute to the pleasing appearance of these crystal-clear flint glass bottles.

ECONOMY—Light weight construction gives savings on shipping costs. Smooth side surfaces make for fast, economical labeling. Only four cap sizes need be stocked as closures for the complete line.

VERSATILITY—These bottles are suitable containers for a wide variety of cosmetic products and lend themselves to any sort of label treatment.

UTILITY—Handy oval shape is a ready favorite with consumers. It fits the hand comfortably and is easy to hold. A favorite on production lines too, because it is easy to handle on automatic filling machines.

If you are re-styling an existing package or introducing a new product, these bottles are worthy of your careful consideration. Your inquiry will bring samples, prices and full information without obligation.

Factory and Main Office: BALTIMORE 3, MD.
New York Office: 40 WEST FORTIETH STREET
Chicago Office: 1502 MERCHANDISE MART

CARR-LOWREY GLASS CO.

New Products and New Packages

THE AMERICAN PHARMACEUTICAL COMPANY has added another product to its varied line; an ammoniated dental cream to be distributed under the trade name AFKO Ammoniated Dental Cream. Alan Berni & Associates, Inc., has created for it a suitable and attractive three color tube and carton.

COLONIAL DAMES, INC., claims that a liquid make-up can have everything. A new creme-emulsion, infused with face powder, in five shades, has been developed by Colonial Dames of Hollywood. Called Satin Tone, this new product makes its bow in a bottle with a satin-like finish, with a dainty pink label and cap.

CIBA PHARMACEUTICAL PRODUCTS, INC., is ready to distribute a new remedy for peptic ulcers. Carmethose, a synergistic combination of 225 mg. sodium carboxymethylcellulose and 75 mg. magnesium oxide, is packaged in bottles of 100 small tasteless tablets.

D'ORSAY'S Divine perfume is packaged in a new box wrap styled after an expensive French packaging idea. The new pursette size comes in a scratch resistant box printed in an over all powder blue with the name "Divine" embossed in gold.

MAX FACTOR HOLLYWOOD continues its policy of pace-setting activity with three lighter brighter lip colors, Pink Velvet, Coral Glow and Pink secret, new companions for the first fall shades.

GROVE LABORATORIES' Kare, a new deodorant anti-perspirant, is being introduced in the market as an effective and safe lotion to be applied easily by the fingertips. It is claimed not to stain clothing, to dry instantly, leaving no residue.

LORR LABORATORIES presents portable freshness in the form of the Lorr Cream Make-up Stick, which comes in four shades; Fair, Natural, Medium and Suntan. Easy to carry and handy to use, the make-up stick disguises minor flaws of the complexion.

MILKMAID'S new dedodorant is a creamy liquid, gentle and secure in action. It is attractively packaged in a milk-white bottle of dainty design, lettered in powder blue.

THE NATIONAL DRUG COMPANY announces an addition to its line of hormone products with the introduction of Cogenat. This potent and well tolerated estrogen for oral administration is derived from natural sources, and is supplied in tablets of 0.625 mg. and 1.25 mg.

CHAS. PFIZER & CO., INC., announces the availability of APF (Animal Protein Factor). The product containing the equivalent of 6.0 mg. of vitamin B-12 activity per pound, will be known as Bi-Con APF-6.

PARK & TILFORD'S Duet, a new lipstick, comes in seven shades, each of the four contained in cases offered in four costume harmonizing colors. The upper part of the case is gold metal, the lower in red blue, black and green.

PEPSODENT DIVISION, LEVER BROTHERS CO., introduces a new ammoniated tooth powder, containing dibasic ammonium phosphate and carbamide, combined with cleansing and polishing ingredients, including Irium.

A. H. ROBINS COMPANY, INC., has developed a new tablet said to be the first ever produced for releasing separate drugs at different levels in its passage through the intestinal tract. Called Entozyme, the tablet has an outer coating of pepsin and a coated inner core of pancreatin and bile salts, the first to be released in the stomach, and the second after it reaches the small intestine.

PEGGY SAGE has designed two new lipstick combination sets for Going Back to School promotions. Each set contains two different shades of lipstick, a lighter shade for daytime wear, and a darker one for evening.

PARFUMS SCHIAPARELLI has added some new features to the Zut line in time for Christmas orders. The perfume is packaged in replicas of the leg art bottle, in 2 oz., 1 oz., and flacon sizes.

SCHERING CORPORATION announces its new product, Procaine Penicillin G. Fortified, the active constituents of which are procaine penicillin G, potassium penicillin G crystalline with aluminum stearate w/v in sesame oil. Clinical investigation reports rapid, effective and prolonged action.

SCHENLEY LABORATORIES, INC., has developed a new penicillin powder inhaler which permits the patient to control the flow of powder by the force and depth of inhalation and which is equipped with replaceable supply cartridges. The inhaler nozzle, cartridges and caps as well as the storage vial and metal screw cap are manufactured by the Owens-Illinois Glass Company.

TUSSY COSMETIQUES is introducing, Optimiste, a rouge and lipstick combination created to blend with the fall costume shades. The set is attractively presented in a gold leatherette case for evening use as well as the more practical cases for daytime use. The companion Optimiste perfume is packaged and sealed in Paris.

THE UPJOHN COMPANY announces the development of five new products as additions to its extensive line; Berubigen a sterile solution indicated for the treatment of pernicious and other types of anemia; Gelfoam, a tumor diagnosis kit; Zymacap with folic acid, for treatment of vitamin deficiency; Orthoxine Hydrochloride, Abergic, a bronchodilator and smooth muscle inhibitor; and Pyrrolazote, Abergic Tablets, an antihistaminic.

VANPELT & BROWN PRESENTS THEOBARB with Mannitol Hexanitrate, a preparation for the early symptomatic treatment of hypertension

Speed Production—Cut Costs With ¼-Turn Seal

ANCHOR AMERSEAL* CAPS

IT'S the simplicity and ease with which *Anchor* Amerseal Caps may be applied that speeds production and cuts packaging costs. *Anchor* Amerseals start at any point on the container finish —no matching or adjusting to threads is necessary. And a short ¼-turn effects a dependable airtight, leakproof seal.

The specially formed lugs of *Anchor* Amerseal Caps make contact at only a few points and ride under rather than over the glass thread. Unlike ordinary screw caps, *Anchor* Amerseals will not wedge or cement to the glass finish, making them especially effective for use with sticky, tacky, gummy or viscous products.

* Trade-Mark

ANCHOR HOCKING
GLASS CORPORATION
Lancaster, Ohio

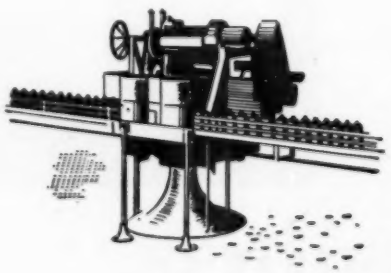
LABELING IS FAST on Uniform Anchorglass*

THE smooth, even sides of an *Anchorglass* Container make labeling fast and inexpensive. Whether the side of the container is round, oval or flat, and regardless of the method of labeling used in your plant, you'll get economical labeling with *Anchorglass* Containers on your lines.

Anchorglass Containers are uniform—uniform in all dimensions, and that's so important in labeling. Uniform in capacities and finishes, and that's important in your packaging operation, too. They're strong and will stand up in your labeling machines as well as in all packaging and handling operations.

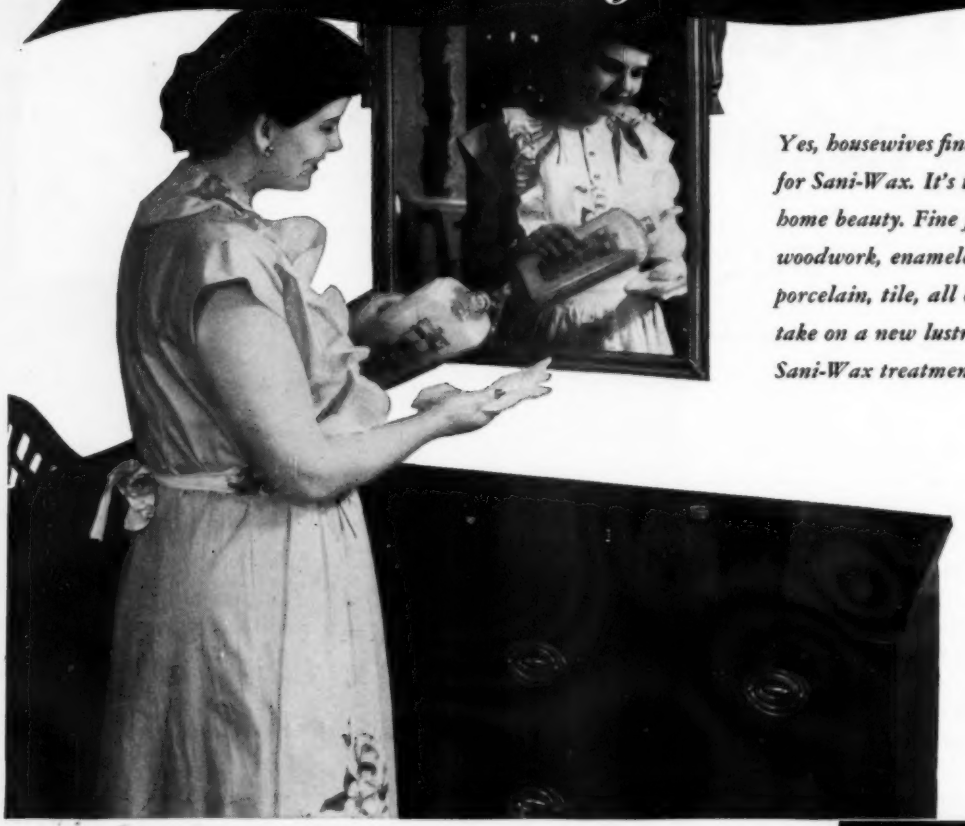
Anchorglass Containers are available in all standard styles, capacities and finishes, in crystal, amber or emerald green glass to fit your every need.

*Reg. U. S. Pat. Off.



ANCHOR HOCKING
GLASS CORPORATION
Lancaster, Ohio

Home Beauty Treatment ~



Yes, housewives find dozens of uses for Sani-Wax. It's the easy way to home beauty. Fine furniture, woodwork, enameled surfaces, porcelain, tile, all come clean . . . take on a new lustre after a Sani-Wax treatment.

The Sani-Wax bottle is another on the ever growing list of glass containers sealed with Crown Closures. The Sani-Wax Company of Dallas, Texas has selected Crown Screw Caps for this product. These are the caps that have the patented Deep Hook Thread, and liners that are carefully selected for sealing efficiency on individual products . . . a combination that's hard to beat for all around sealing satisfaction.

If you're having sealing difficulties, or if you're considering packing new products, why not get our recommendations. Our experience and facilities are at your disposal, and there is no obligation. Crown Cork & Seal Co., Baltimore 3, Maryland. *World's Largest Makers of Metal Closures.*

CROWN CLOSURES

Approved by millions of housewives

CHECK-LIST FOR DRUG, PROPRIETARY AND CHEMICAL MANUFACTURERS! Continental makes a wide and complete assortment of cans for everything from pills to powders. If your packaging problem is one of size, shape, type of closure, special protection or merchandising appeal, chances are we have just the container you need.

CHECK with CONTINENTAL

IT COSTS NOTHING TO TALK THINGS OVER AND . . .

We would like to see if, because of our size and flexibility, we could assure you of a more dependable supply . . . **Check?**

. . . or suggest improvements for your lithographed designs . . . . . **Check?**

. . . or give you better service . . **Check?**

. . . or help you overcome a research or product development problem . **Check?**

So, why not "Check with Continental" today? . . . . . **Check?**

CONTINENTAL CAN COMPANY

100 EAST 42nd STREET, NEW YORK 17, N. Y.

FLORASYNTH SPECIALS

ELÁN TIBET
JASDOUX EXCELLENT
MEADOW BOUQUET
SHALFLEUR

for particular perfumes and toilet waters.

Florasynth Research Laboratories are always at your service for the development of more practical and quality-improving materials for your production requirements.

TRADE PURITY FLORASYNTH MARK UNIFORMITY

Florasynth LABORATORIES, INC.

CHICAGO 6 • NEW YORK 61 • LOS ANGELES 13

DALLAS 1 • DETROIT 2 • MEMPHIS 1 • NEW ORLEANS 13 • ST. LOUIS 2 • SAN BERNANDINO • SAN FRANCISCO 11

Florasynth Labs. • (Canada Ltd.) – Montreal • Toronto • Vancouver • Winnipeg – Florasynth Laboratories de Mexico S. A. Mexico City

NEWS...

Mackinnon, VP of NYQ

Barclay E. Mackinnon has been elected a vice-president of the New York Quinine & Chemical Works, Inc., it was announced by Francis J. Reid,

B. E. MACKINNON

executive vice-president. Mr. Mackinnon has served in various capacities with the company since 1933 when he joined its sales department. He was transferred to the purchasing department in 1935, and in 1939 was placed in charge of export sales.

After three years' service in the army, Mr. Mackinnon resumed his duties as purchasing agent for the firm, and in December, 1947, was elected assistant secretary and assistant treasurer.

Penick Appointments

James G. Flanagan has been elected a Vice President and Kenneth A. Lawder elected Treasurer of S. B. Penick & Company, it has been announced by S. B. Penick, Jr., President.

Mr. Flanagan is also general counsel and a director of the company and has been Secretary since 1942. He joined the firm in 1938, after serving for some time as an Assistant in the Attorney General's Office of New York State. Mr. Flanagan is a graduate of Columbia University and Cornell University Law School, and is a member of the New York State and the Federal Bar.

Mr. Lawder joined S. B. Penick & Company in September 1948. From 1925 to 1948 he was with American & Foreign Power Company, Inc. and affiliated companies, holding the positions of Comptroller, Secretary and Treasurer, and later Vice President and Director of various of its subsidiaries. Mr. Lawder is a graduate of the School of Commerce, Accounts and Finance of New York University.

Heads Nycon Assn.

Frank J. Steele, Chief Pharmacist, Greenwich Hospital, Greenwich, Conn., is chairman of the Committee on Standards of the Nycon Hospital Purchasing Association recently organized to promote closer contact between its members and the purchasing field, and to study hospital supplies and equipment as used in various institutions.

Burckart Promoted

Francis C. Brown, president of the Schering Corporation, announces the appointment of William M. Burckart to the position of Mid-Atlantic District supervisor of the Eastern Division. Mr. Buckart's headquarters will be in Philadelphia, and his territory will include Maryland, Pennsylvania, West Virginia, Delaware, lower New Jersey, and upstate New York.

His promotion marks the completion

WILLIAM BURCKART

of a year of supervisory training in the Bloomfield office following two years in the field as a professional service department representative for the firm in Chicago and Columbus, Ohio.

Couderchet A Visitor Here

Maurice G. Couderchet, Directeur Commercial, Bruno Court, S. A., of Grasse, France, flew to this country for a brief visit with Harold J. Edmon, manager of Naugatuck Aromatics, Division of United States Rubber Company. Mr. Couderchet, who spent more than ten years in this country as representative of Bruno Court, and later directing sales and management for Naugatuck Aromatics, recently visited England, Spain and several other countries for Bruno Court. According to Mr. Couderchet, his survey

M. G. COUDERCHET

indicates that high labor costs are the bases for firm prices in such products as rose and jasmin.

Joins Evans Staff

Hugh Pickering, has joined the staff of Evans Research and Development Corporation as a rsearch assistant in the physical chemistry section.

Mr. Pickering interrupted his education to become a pilot in the Marine Corps in the Pacific, he graduated from New York University class of 1949.

Charles S. Block, class of 1949, Polytechnic Institute of Brooklyn, has joined the staff of the Evans Research Corporation as research assistant in the resins and plastics section.

Cincinnati Drug Elections

The Cincinnati Drug & Chemical Association Inc., held its annual election June 12 and the new officers are: President, Andrew Lincoln, Wm. S. Merrell Company; vice president, Myron Hurney, Clopay Corp; Treasurer, Frank Nowland, Geo. H. Nowland Company; secretary, Walter Eller, Fritzsche Bros., Inc.

Board of Trustees elected were Andrew Lincoln, Myron Hurney, Frank Nowland, Walter Eller, R. J. Spatta, Lawton Daly, Edward Heiser and Pat Guadin.

Kalech Research Labs.

Phil Kalech, president of Phil Kalech Sales Company, Chicago, organized the Phil Kalech Research Laboratories headed by Louis L. Lerner as vice-president and director of research and development. This new division will confine its activities to the scientific and technical research of all products, new or already marketed. Not only will this division bring products to perfection from a scientific aspect, but also it will delve into marketing features so as enhance a products appeal to the consumer public. In products which have no outstanding performance appeal, research will be employed to incorporate definite selling features.

Curtis to Manufacture in England

A complete line of packaging, filling and cartoning machinery developed by Helene Curtis Industries, Inc., Chicago, will be manufactured in England for distribution throughout all of Europe and the British Commonwealth by G. D. Peters & Co., Ltd., General Engineers and Machinery Builders of Slough, Bucks, England. Announcement of the licensing agreement extended to the British company was made by Gerald Gidwitz, president of Helene Curtis Industries, Inc. The machinery originally was developed by Helene Curtis engineers for use in their own company.

Oscar Kolin in Europe

Oscar Kolin, vice-president of Helena Rubinstein, Inc., flew to Paris recently, planning to spend some time in Grasse, France, where the firm has a newly developed perfume plant. From there he will travel to England, Italy and Switzerland in the interests of the business. After a brief vacation on the coast of Brittany with his wife and two childen, Mr. Kolin will accompany Mme. Rubinstein on a business trip to Brazil and Argentina, returning to New York late in November.

Roosevelt Resigns from Roosevelt-Good

John A. Roosevelt, president of the Spray-a-Wave Company of Beverly Hills and Chicago, has resigned as president of the Roosevelt-Good Department Store, Beverly Hills, in order to devote his entire time to the hair preparation firm. Since last March, when Mr. Roosevelt was appointed president of Spray-a-Wave by Raymond E. Lee, president of Lee Pharmacal Company, the parent firm, Spray-A-Wave has reached its one-millionth unit sales mark.

Monsanto Appointments

The appointment of Charles H. Sommer, Jr., and David L. Eynon to the positions of assistant general manager of the Organic Chemicals Division has been announced by William G. Krummrich, division general manager of Monsanto Chemical Company. Mr. Eynon who previously was production manager for the plants at Monsanto, Ill., and Nitro, W. Va., will be succeeded by Paul G. Marsh, assistant production manager for the division.

Correction

The Strong Cobb & Co., Inc., advertisement in the May issue of this publication inadvertently carried an old signature, "Strong Cobb Division of Standard Brands Incorporated." This was an error since Strong Cobb has been independently operated since July 1947.

Named VP of Sales

Mifflin Chemical Company of Philadelphia announces the appointment of Valentine O. Mikle as vice-president in charge of sales. Mr. Mickle has been identified with the drug and chemical industries for many years as a merchandising and sales promotion executive.

Almay Bought by Schieffelin

Schieffelin & Co., manufacturers and distributors of the products of Almay, Inc., since 1935, announces that it has purchased the entire outstanding stock and is now sole owner of the corporation.

Michigan Chem. Personnel Shift

Michigan Chemical Corporation has made several new personnel assignments, it is announced by R. A. Bondurant, Jr., executive vice-president and general manager. Philip J. LoBue, who operates the Philip J. LoBue Company, will combine his staff with that of the Michigan Chemical Corporation. Mr. LoBue will be in charge of domestic sales in the East.

L. W. Gopp will be in charge of direct export sales, and H. T. Hillard will act as office manager and coordinator of export activities.

Hinde & Dauche Booklet

The ninth edition of the Hinde & Dauche data book, "How to Ship by Air in Corrugated Boxes," brings revised information on the proper, economical use at Air Express, Air Freight and Air Parcel Post. This new volume cites current regulations for all air shipments, and describes typical case histories on new types of air shipping which make possible improved distribution methods at lower costs.

George Kellogg, advertising manager, Ethicon Suture Laboratories, Division of Johnson & Johnson, assists Dr. Albert Schweitzer in the selection of a full year's supply of surgical sutures for Dr. Schweitzer's 350 bed hospital in equatorial Africa. The sutures were presented by Kellogg as a gift from Ethicon to the renowned medical missionary-philosopher-organist-author during Dr. Schweitzer's visit to this country.

D&O House Organ

D&O News, a new house organ inaugurated and published by Dodge & Olcott, Inc., has been received with such enthusiastic approbation by the trade that, although it is scheduled now to be presented every sixty days, the indications are directed toward its becoming a monthly publication. This brochure of diversified interests, is unusually informative, containing articles pertinent to the various problems of the industry. The feature article of the first issue, "Bombs with a Secure Future," describes the role the aerosols will play in the post-war flavoring and perfume fields. Another, entitled "China Cargo" deals graphically with the effect of China's political unrest upon the importations of oil cassia, oil anise, musk and other raw materials of Chinese origin essential to the industry. Other articles embrace ammoniated dentifrices, the economy of vanilla concentrates, and the use of KELO-Form as an anesthesia.

Mr. Arthur Dowling, advertising director and assistant sales manager of Dodge & Olcott, is editor of D&O News, and together with Mr. Rudolph, President, has announced that the purpose of the publication is "to provide timely and useful information on matters essential to the trade."

Joins Pfizer & Co.

R. E. Kent has joined the Research staff of Chas. Pfizer & Company, Inc., New York. He formerly was with the plastics department, E. I. du Pont de Nemours, Arlington, N. J.

Foley to Direct Firmenich Midwest Operations

William G. Foley has been appointed to direct the operations of Firmenich & Co. in the midwest. This assignment includes both the Firmenich line of

WILLIAM G. FOLEY

perfume materials and a relatively new line of synthetic flavors. His headquarters will be at the Chicago offices. During the last five years of his ten years' association with the firm as Technical Director of the New York laboratories, Mr. Foley has distinguished himself as an advisor on technical problems of the industry in all parts of the country.

Savoy Sales Increase

Savoy Drug & Chemical Co., Chicago, increased sales 22 per cent during the fiscal year ending June 30, 1949, according to Dr. Joseph V. Sterba, president. Sales totaled $998,743 worth of private formula tablets, liquids, emulsions, and powders. Increases in capacity, as well as 24 hour operation of some departments were necessary during the year. Additional equipment increased tablet compressing capacity to 486,000 per hour for a size range of 3/32 to 1 5/16 inches. Enteric or sugar coating capacity is now one million tablets in eight hours. More than 200 million tablets, or an increase of 27 per cent, were produced during the year. Liquid and emulsion production totaled 160 million gallons, an increase of 29 per cent. Powder capacity is now 20,000 pounds per day. Powder production during the year totaled 422,000 pounds, an increase of 56 per cent. Ointments and cold-compressed suppositories increased 16 per cent to 120,000 pounds of ointments, and 286,000 suppositories. Present ointment capacity is rated at 260,000 pounds per year, and suppository capacity at 15,000 per day. Packaging capacity is rated at 300 million tablets per year; 250,000 gallons of liquids and emulsions per day; 20,000 units of powder per day, ranging from one ounce to one pound sizes.

Sterling Sales Manual

Sterling Drug, Inc. has distributed to its 700 salesmen in this country and Canada, a sales manual listing the 487 products of the company. An index lists the products of divisions and subsidiaries in the United States engaged in manufacture of pharmaceuticals, packaged medicines, household and articles, as well as chemicals sold to industry.

"The contents of the manual," writes Sterling President James Hill Jr., in a foreword, "will help you realize that, besides yourself, there are hundreds of other Sterling representatives on the road, not in competition with you, but actually 'cousins' interested in the same company success and prestige that all of us collectively are striving for."

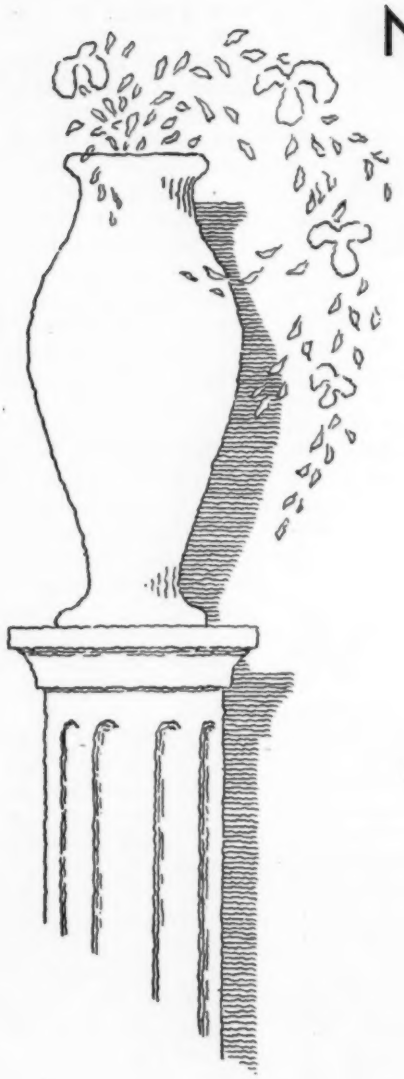
The statement is made that Sterling has the "largest volume of all U. S. companies engaged in the manufacture of drugs who report their figures to the public."

Aroscent Expands Dobbs Ferry Plant

Aroscent, Inc., manufacturers of perfume and flavor compounds, essential oils and aromatic chemicals, announces the removal of their Brooklyn office and laboratories to their newly expanded manufacturing and operating facilities in Dobbs Ferry, N. Y. An extensive manufacturing and sales program which has been planned, will utilize the manufacturing facilities at Dobbs, Ferry, Montreal, Canada, and Sidney, Australia.

Annual sales meeting, Special Markets Division, Winthrop-Stearns Inc., Vanillin Division, General Drug Company. Seated, left to right: Dr. R. Carroll, Dr. M. L. Tainter, James Hill, P. Val. Kolb, Dr. T. G. Klumpp, J. E. Mulhern, M. Mermey; Second row: J. M. Doty, J. F. Roggenkamp, J. F. Bozman, C. E. Noe, W. R. Merrill, S. A. Ryan, L. R. Patton, K. M. Baldwin, N. J. Stromstad, W. X. Clark, P. V. Metcalf, R. S. Whiteside, L. F. Sokich, F. Sherer, E. J. McGlynn, L. L. McAninch, P. J. Kelly, S. C. Mills, R. H. Lingott, A. Addleston, T. Clark, Dr. R. C. Sherwood; Top row: J. Hayes, G. Deins, H. Vogel, G. W. Weed, N. E. Knudson, D. E. Smith, P. G. Callison, L. P. Carmony, R. S. Sherratt, W. O. Edmonds, E. P. Hassler.

TOMBAREL PRODUCTS CORPORATION



Natural and Aromatic Materials *for* PERFUMES SOAPS COSMETICS

***Sole American Representatives for* TOMBAREL FRERES, GRASSE**

Absolute Supreme Flower Essence

Surfine Essential Oils

Resinoids

Tombarel

PRODUCTS CORPORATION

12 East 22nd Street • New York 10

Named Continental Central Sales Mgr.

W. M. Cameron, formerly vice president and general manager of the Continental Overseas Corporation, a wholly-owned Continental Can Company subsidiary, has been appointed central division sales manager of the parent company, according to R. L. Perin, general sales manager.

Blau Advanced

Arenol Chemical Corp., Long Island City, N. Y., announces election of Dr. Leo K. Rochen as president, and advancement of Seymour Blau to vice-president.

Sterols Available

Purified vegetable sterols in tonnage quantities are now available for the first time, according to Distillation Products, Rochester, N. Y. Refined from soybean oil, the sterols are fine white crystals with a minimum purity of 95 per cent. They are soluble in acetone (2 gm/100cc.), ethanol (2 gm/-100cc.), and ethyl ether (10 gm/100cc.).

Reheis Adds to Line

The Reheis Company has added to its line of fine chemicals, Chlorhydrol, a basic aluminum chloride with a pH range of 3.9 to 4.6, and a formula of $(Al_2(OH)_5Cl)_x$. The chemical has a high aluminum content and dissolves freely in water to give a stable solution. It is a fine granulation but it is available in solid or liquid form.

Reheis also announces that it is now offering its aluminum hydroxide compressed gel in a new type 450 lb. drum safe-guarded by a sanitary phenolic resin lining, double-baked for extra protection. The drum permits longer storing of the material which is significant in Winter months when shipping is difficult in northern sections of the country.

Main buildings of soap and food products plant, most modern of its kind in the United States, which will be constructed on a 30-acre site near Los Angeles. It will employ more than 600 persons. Construction of the plant, largest new industrial investment by private business in the history of Los Angeles County, was formally launched July 20 with ground-breaking by Charles Luckman, Lever president.

Schimmel Report

The newly published 1946 Annual Schimmel Report on Essential Oils, Aromatic Chemicals, and Related Materials has just become available. It covers developments in aromatics during 1946, a year of renewed activity in a scientific sense and in terms of production figures. Long-interrupted research was resumed while production and exchange started to return to more normal patterns. Included is an interesting section of pharmacology of essential oils, containing discussions of their skin-irritating properties and of the anti-histaminic action of citral. The bigenesis of perfume materials comprises another interesting section. Among developments in essential oils and perfume materials are:

Essential from wild cloves collected in Moluccas contained no eugenol and deposited crystalline substances not found in oil from cultivated cloves. Properties of oil from blossoms of the Indian mango tree and of oils from several varieties of wild thyme found in Portugal. Myristican was found to be a main constituent of harvest fennel oil. Sulfur compound not previously described was found in oil from leaves of sea-buchu, a South African shrub. Two parrifin hydrocarbons, heptance and undecane, were found in the oil from oleresin of Coulter pine. Several investigations of the composition of animal fixatives were reported.

Parsons & Plymouth Buy Building

M. W. Parsons Imports and Plymouth Organic Laboratories, Inc., recently purchased the building in which their executive offices and stocks are carried at 59 Beekman St., New York, according to Herbert Bye, president of the Parsons Company.

Asthmanefrin Co. in New Quarters

The Asthmanefrin Co. Inc., has opened a newly organized national headquarters in Portland, Oregon. The formal opening, in the firm's new building, took place on July 1, when the company played host to Portland's celebrated woman mayor, Dorothy McCullough Lee, and many other city officials and representatives.

The Asthmanefrin Company has operated for the past fifteen years on a split basis, half the volume of sales being handled in Darby, Pa., and half in Portland. Rapid increases in business brought about the consolidation of the manufacturing and general offices in one headquarters.

Dr. Berger Joins Wallace Labs

Dr. F. M. Berger, assistant professor of pediatrics at the University of Rochester, Rochester, New York, has been appointed director of research

DR. BERGER

and development of Wallace Laboratories, Inc. Dr. Berger is responsible for the development of new drugs widely used in the treatment of certain diseases of the central nervous system.

Forager Outing

The Foragers' annual outing took place on June 25 at the New York Athletic Club, Travers Island.

Son to The Dan Beyers

The Daniel Beyers announce the birth of a son, Bruce Daniel. The baby's father, Daniel, and his grandfather Fred Beyer, both are associated with P. R. Dreyer.

Magna Mfg. Moves to N. J.

Magna Manufacturing Co., Inc. announce the removal of its New York City executive and sales office to the Magna plant located at Haskell, N. J.

Scientific Associates Move

Scientific Associates of St. Louis are now situated in new and enlarged quarters located at 1474 S. Vandeventer Ave., St. Louis, Mo.

Heads Gen. Drug Vanillin Div.

William X. Clark has been appointed sales manager of the General Drug Company, vanillin division. It has been announced by P. Val Kolb, vice president. Mr. Clark was the associate director of the Special Markets Industrial Division of Winthrop-Stearns Inc.

Keith M. Baldwin has joined the technical staff, specializing on the use and application of Vanillin, Mr. Kolb has also made known.

Dr. D. Roy McCullagh Joins Sterling-Winthrop Institute

The appointment of Dr. D. Roy McCullagh as a member of the Sterling-Winthrop Research Institute has been announced by Dr. Maurice L. Tainter, director. Dr. McCullagh will serve as director of the Institute's biochemistry laboratories.

Most recently director of the biochemistry laboratories of the Schering Corporation, Bloomfield, N. J. Dr. McCullagh is the author or co-author of 62 scientific publications. His latest research has largely been in endocrinology, with emphasis on pituitary hormones, testis hormones and gonadotrophins.

A native of Douglas, Manitoba, Canada, Dr. McCullagh attended the University of Manitoba, receiving his B.Sc., B.A., and M.Sc. degrees, magna cum laude. In 1929 he received his Ph.D., degree from the University of Cambridge, where he studied under Nobel Prize Winner, Sir Frederick Gowland Hopkins; Dr. T. S. Hele, now master of Emmanuel College and J. B. S. Haldane.

From 1930 to 1942 Dr. McCullagh was director of biochemical research at the Cleveland Clinic Foundation. Some of that time he also served as professor of biochemistry at the Clinic's Bunts Educational Institute.

In 1939, while still with the Clinic, he became co-founder, technical director and vice-president of the Ben Venue Laboratories, Inc., and in 1942 devoted his full time to this enterprise.

After the war, Dr. McCullagh went to Germany where he was associated with the Office of Military Government of the United States.

Lynch Named Sales Mgr.

Mitchell T. Lynch has been reappointed national sales manager of the toilet goods and household division of Park & Tilford, according to an announcement by Henry C. Bernard, president of the division.

Mr. Bernard said that E. J. Fielding, who was appointed national sales manager during a leave of absence granted Mr. Lynch for war service, has expressed a desire to resume residence in Cleveland, where he lived before and has returned to his former position as central district manager of the division.

Mr. Lynch has been associated with Park & Tilford for twenty-five years, during much of which he served as national sales manager.

William Walsh Retires

William I. Walsh, New England district sales manager of Sharp & Dohme, Inc., has retired from active service after a successful career of forty-

WILLIAM F. WALSH

eight years' association with the drug industry. He is succeeded by Allan L. Barnum, New York district sales supervisor for the firm.

Lemke Booklet

B. L. Lemke & Co., Lodi, N. J., have issued a bulletin on para-aminobenzoic acid and para-aminobenzoic acid sodium which is a thorough check into recent publications of the usefullness of these two products, showing where and how they should be applied.

Dr. Urdang Honored

Dr. George Urdang of the University of Wisconsin has been selected to receive the "Schelenz Plaque" as an international recognition of outstanding work in the history of pharmacy, Dr. Arthur H. Uhl, director of the University School of Pharmacy has announced.

The award was made by the Society for the History of Pharmacy at its meeting in Hamberg, Germany, at which Dr. Urdang was also elected an honorary member.

While still in Germany, Dr. Urdang was one of five men who founded the society, in 1926, for the promotion of pharmaceutico-historical work and interest within the German-language countries. He was director of this society until 1934, when the political turmoil brought his resignation.

After Dr. Urdang reached the U. S., he was one of those responsible for founding the American Institute of History of Pharmacy in 1941. Since 1947 he has also occupied the newly-created professorship in the history of pharmacy at the University of Wisconsin School of Pharmacy.

Dr. Pauly Joins Research Institute

Dr. Rudolph J. Pauly, formerly director of the School of Pharmacy of the American University of Beirut, Lebanon, has joined the staff of the Sterling-Winthrop Research Institute. He will serve as assistant director of the pharmaceutical division, according to Dr. Maurice L. Tainter, director of the Institute.

A native of Walla Walla, Wash., Dr. Pauly first went to the American University in 1920 as an instructor in chemistry, later becoming professor of pharmaceutical chemistry. He was named director of the School of Pharmacy in 1942. In 1946, he was a visiting scientist at the Sterling-Winthrop Research Institute and also spent six months as professor of pharmaceutical chemistry at the School of Pharmacy, University of Georgia.

At the American University, during World War II, Dr. Pauly and Prof. S. E. Kerr developed a method for preparing a parenteral solution of invert sugar for the University's hospital, in order to overcome the lack of dextrose. He also served as American Advisor on the Joint Pharmaceutical Advisory Board in the Foreign Economic Administration for the Middle East.

Isotopes Sent Abroad

The first commercially processed shipment of radioactive isotopes to be sent abroad by a pharmaceutical house in the United States was shipped by plane to Switzerland by Abbott Laboratories.

Gold was made radioactive in the atomic piles of Argonne National Laboratories in Chicago and rushed to the Abbott isotope laboratories for processing. When ready for use, the material was taken to the Chicago airport by Dr. D. L. Tabern, head of the Special Research department at Abbott, and placed aboard a TWA plane for the transatlantic flight.

The material was addressed to Dr. J. H. Mueller, professor of radiology and pathology at the University of Zurich Medical School, Zurich, Switzerland. It arrived in Zurich some 24 hours after being shipped and was put to immediate use by Dr. Mueller in the experimental treatment of cancer.

Bryan Returns from Geneva

Charles C. Bryan, Resident Partner of Firmenich & Co., returned on July 4th from the firm's annual directors' meeting at the offices and laboratories of the principles of the company in Geneva, Switzerland.

He was in Geneva for 15 days, flying both ways. He reports that the business atmosphere in Paris and Geneva seemed substantially more optimistic than a year ago, and that the vitalizing effect of E. C. A. was apparent, either directly or indirectly, in every field. European business men seemed much encouraged by the chain reaction of business activity produced broadly throughout Western Europe by the E. C. A. program.

Top research personnel of E. R. Squibb & Sons at the opening of the company's pharmaceutical development laboratories in Brooklyn. William B. Baker, director of the pharmaceutical development division (left) is shown with Dr. G. W. Rake, director of Squibb Institute for Medical Research; Tillman D. Gerlough, technical director of development division; Roland J. Dahl, vice president in charge of Squibb research and development, and Dr. Asger Langlykke.

Corday's Herbert Storfer Returns from Abroad

Herbert F. Storfer, Vice-President of Parfums Corday, Inc., and son of President Benson Storfer, recently returned from France where he spent four months studying various aspects of the perfume industry.

Mr. Storfer remained in Grasse for three months, during which time he was able to complete extensive research and study in the essential oils field. During the remainder of his stay, he made his headquarters in Paris. Here he had the opportunity to learn first-hand about current conditions, and to bring back a complete picture of the perfume industry in Paris today.

Mr. Storfer returned in time to report his findings at the recent Corday sales meeting which was attended by representatives from across the nation.

Columbus Pharmacal Elects

The Columbus Pharmacal Company, Columbus, Ohio, has elected F. A. Rostofer chairman of the board and Robert O Read president and general manager.

Other officers elected are: vice president and sales manager, R. N. Fullerton; vice president and treasurer, F. A. Kidder, and secretary C. R. Hambleton.

Sharp Elected Director of Merck

James H. Sharp, vice president and a director of the Grace National Bank, has been elected a director of Merck & Company, according to an announcement by George W. Merck, chairman and president of the company.

Mr. Sharp replaces George W. Perkins who has resigned to take up duties as Assistant Secretary of State in charge of European affairs. Mr. Sharp is also a director of the Rome Cable Company and the Atlas Steels, Ltd., of Canada.

Appointed to Merrell Staff

Appointment of Dr. Roy G. Herrmann to the scientific research staff of the Wm. S. Merrell Company, has been announced by Thurston Merrell, president of the firm.

Dr. Herrmann will direct the work of the Biochemistry section of the pharmacology department in conducting research studies on new medicinal agents.

His appointment to the Merrell staff follows a year of post-graduate research work in biochemistry and pharmacology at the University of Chicago.

RADIONDE JASMIN

Roure Bertrand Fils & Justin Dupont's
LATEST ACHIEVEMENT IN ARTIFICIAL JASMIN

ROURE-DUPONT, INC.

ESSENTIAL OILS, AROMATIC CHEMICALS AND PERFUME BASES
GENERAL OFFICES
366 MADISON AVENUE, NEW YORK 17, N. Y.

CHICAGO BRANCH
510 NORTH DEARBORN ST.

LOS ANGELES BRANCH
5517 SUNSET BOULEVARD, HOLLYWOOD

SOLE AGENTS IN UNITED STATES AND CANADA FOR
ROURE-BERTRAND FILS et JUSTIN DUPONT
GRASSE (A. M.) FRANCE ARGENTEUIL (S. & O.) FRANCE

Named Sales Mgr. of Bowman Co.

Charles Bowman & Company has announced the appointment of Harry N. White as general sales manager. Mr. White has been associated with the Bowman Company since 1946 as Eastern division sales manager.

Prior to joining the Bowman organization, he was plant manager for the International Vitamin Corporation and has had years of sales and production experience in the food and pharmaceutical fields.

Addition to Commercial Solvents Staff

Commercial Solvents Corporation has announced additions to the staff of its Research and Development Department at Terre Haute, Indiana.

New pharmacologist with the company is Dr. Joseph N. Spencer, formerly Assistant Professor at the University of Colorado Medical Center. New bacteriologists are F. Claire Blubaugh, previously with E. R. Squibb, and William R. Hart.

William A. Crecraft has joined CSC as chemotherapist; Jack R. Denson, as analytical chemist; and Douglas A. Markey, formerly on the teaching staff at Virginia Military Institute, as chemist. Robert S. Caldwell has been transferred from the Production Department of the company to the Research and Development Department as chemist.

Dr. Bunde Named Director of Research

Announcement has been made of the appointment of Dr. Carl A. Bunde as director of research by the Pitman-Moore Company Division of Allied

DR. CARL A. BUNDE

Laboratories, Inc., in Indianapolis. In 1937 Dr. Bunde received his Ph.D. degree after graduate and undergraduate work at the University of Wisconsin. He was graduated as an M.D. in 1947 from Southwestern Medical College, Dallas, Texas.

Since 1937, he has done research in metabolism and cardiac physiology, at the same time teaching physiology and pharmacology in various medical colleges.

C. Monroe Wiegand, (center) director of purchasing, Avon Allied was the guest of honor at a surprise luncheon tended him by his friends and business associates July 12 at Louis and Armand's Restaurant in New York. Shown here with Mr. Wiegand are John A. Ewald (right) president of Avon Allied, and Russell Rooks, vice president and general manager.

Pioneer Quits Cold Field

Baybank Pharmaceuticals, Inc., of New York has sold its Pineoleum, Narakon, and Lorakon, lines to Ushline Drug Corporation, of Richmond Hill, L. I. Baybank is the successor corporation to the Pineoleum Company, which was a pioneer in the respiratory medicinal field. Baybank states that it is leaving the field due to a change in product development and marketing policies.

Ushline Drug Corporation is affiliated with Endo Products Inc. The Endo group is adding these respiratory products, because they are in a department of therapeutics in which Endo has heretofore not been represented.

Synfleur to Shut Down for Vacations

Synfleur Scientific Laboratories, Monticello, N. Y., are closing down their offices and laboratories for their annual vacation August 19 to reopen September 6.

Summers Elects New President

Summers Laboratories, Inc., Ambler, Pa., has elected Ralph R. Umsted president and general manager. In this reorganization, Mr. Umsted also became a principal stockholder as well as chief executive officer.

The company will continue the manufacture and distribution of the proprietaries now being marketed under the Millis label.

Updegraff With Luft Co.

The appointment of William H. Updegraff, formerly of Ansco, as sales manager of the George W. Luft Company has been made known by Harry A. Haus, vice president and general manager.

Malmstrom in New Chicago Site

N. I. Malmstrom & Company has announced the expansion of its Chicago office, the new location of which is 612 Michigan Avenue, Chicago, Ill.

Lederle Memorial

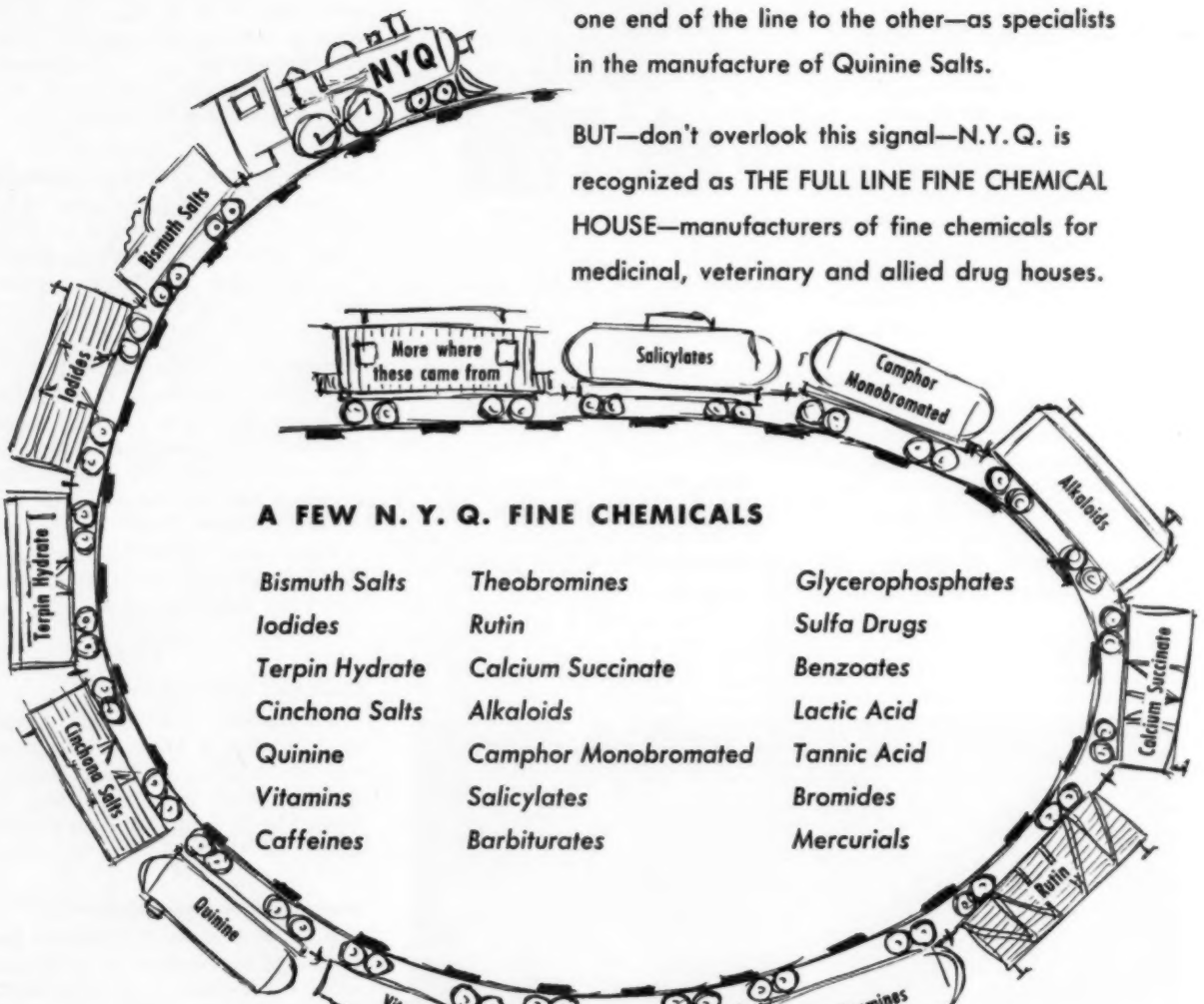
A memorial monument was dedicated to the 713 men and women who served in World War II from Lederle Laboratories division, American Cyanamid Company, at a ceremony held at the plant in Pearl River, N Y., June 24.

Forty-four relatives of former employees who were killed or missing in action and 2000 employees witnessed the dedication.

MORE THAN CINCHONA SPECIALISTS!

Yes, since 1886 N.Y.Q. has been known from one end of the line to the other—as specialists in the manufacture of Quinine Salts.

BUT—don't overlook this signal—N.Y.Q. is recognized as THE FULL LINE FINE CHEMICAL HOUSE—manufacturers of fine chemicals for medicinal, veterinary and allied drug houses.



A FEW N. Y. Q. FINE CHEMICALS

Bismuth Salts	*Theobromines*	*Glycerophosphates*
Iodides	*Rutin*	*Sulfa Drugs*
Terpin Hydrate	*Calcium Succinate*	*Benzoates*
Cinchona Salts	*Alkaloids*	*Lactic Acid*
Quinine	*Camphor Monobromated*	*Tannic Acid*
Vitamins	*Salicylates*	*Bromides*
Caffeines	*Barbiturates*	*Mercurials*

NYQ
REG. U.S. PAT. OFF.

The Full Line Fine Chemical House

The NEW YORK QUININE & CHEMICAL WORKS, Inc.

GENERAL OFFICES: **99-117 NORTH ELEVENTH STREET • BROOKLYN 11, NEW YORK**
CHICAGO PLANT: **729 WEST DIVISION STREET • CHICAGO 10, ILLINOIS**

Named Sales Mgr. of Strong Cobb Div.

The appointment of Ben T. Howiler to the newly created post of sales manager of the private formula division of Strong Cobb & Company, Inc., has been announced in Cleveland by H. A. Strate, vice president in charge of sales for the company.

Mr. Howiler, a native-born son of the golden state, was the western district sales manager for Strong Cobb prior to this appointment. A graduate of the University of California, he taught at the college of pharmacy at the University, and held the position of director of pharmaceutical operations at the Kaiser Company Permanente Foundation Hospitals, before coming to Strong Cobb.

Married, and the father of a son and a daughter, Mr. Howiler will now make his headquarters in Cleveland.

Lanolin Chemicals Output Planned By Botany Mills

Botany Mills, Inc., Passaic, N. J., is planning early production in quantity of a series of chemical materials derived from lanolin. Production of such materials has been carried out at various times in the past but usually on a limited, experimental scale.

Present planning by the company visualizes an annual production schedule as follows: lanolin, alcohols, 300,000 pounds; lanolin acids, 900,000 pounds; mixed lanolin aliphatic alcohols, 200,000 pounds; lanosterol, 54,000 pounds, and chloresterol, 45,000 pounds.

Botany officials point out that the quantity production so far planned involves essentially the basic or primary chemical reactions and separations necessary for the further development and exploitation of additional lanolin chemicals. Future planning provides for further separations and isolations of other important components of the primary mixtures, such as cetyl, ceryl and carnaubyl alcohols, the splitting of the mixed lanolin fatty acids into component elements and the production of semi-processed intermediates.

Brennan Joins Aristocrat Leather

John B. (Jack) Brennan has become sales manager of Aristocrat Leather Products, Inc., with offices at 292 Fifth Ave., New York.

Earl W. Rigg

Earl W. Rigg, a vice president in charge of distribution of Burroughs Wellcome & Company (U.S.A.) died July 19. He was forty-four years old.

EARL W. RIGG

Mr. Rigg had joined the Burroughs Wellcome organization in 1934 after having served as manager for the Liggett Drug Company. He was appointed works superintendent in 1943, sales manager in 1944, distribution manager in 1946, vice president in charge of distribution in the same year, and also elected to the board of directors in 1946.

Schering Canadian Mgr. Here

At a recent meeting of executives and the heads of the foreign division of Schering Corporation, pharmaceutical manufacturers of Bloomfield, New Jersey, Mr. William Fielding, manager of the Canadian subsidiary, Schering Corporation Ltd. of Montreal, discussed with Mr. Francis C. Brown, president of the parent company, and Dr. John N. McDonnell, Schering's vice-president, detailed plans for expansion of manufacturing and marketing procedures in the Dominion.

The foreign sales activities of Schering's subsidiaries and distributors is under the direction of Mr. Jay R. Hunt, recently appointed Foreign Sales Manager.

During Mr. Fielding's stay, he became thoroughly acquainted with Schering Corporation's research products, which will be released in the next few months.

Whiting To Be Stokes & Smith Rep.

Stokes and Smith Company, a subsidiary of Food Machinery and Chemical Corporation has announced the appointment of Richard A. Whiting, 7 Central Square, Lynne, Mass., as sales representative in the New England territory.

Mr. Whiting will handle the complete Stokes and Smith line of paper box machinery, packaging and filling machinery.

William H. Sheffield

William H. Sheffield, president and director of Innis, Speiden & Company, died July 25 at his summer home in Allenhurst, N. J. He was seventy-five years old.

Mr. Sheffield joined the Sheffield Farms Company in 1905, when his uncle was president. He later became director of the company; vice president and chairman of the executive committee of the Flako Products Company, New Brunswick, N. J.; and director of the Jensen Machinery Company of Bloomfield, N. J.

Surviving are his wife, two sons and six grandchildren.

Grant Heidbreder

Grant H. Heidbreder, vice president and general manager of Helfrich Laboratories, Inc., Chicago, died July 18 at St. Joseph Hospital in that city. He is survived by his two sons, a sister and a brother.

William B. Taft

William B. Taft, patent medicine maker who had been associated with B. S. McKean, Mamoroneck, N. Y., for the past forty years, died recently at his home in New York. He was eighty years old.

Samuel Alsop

Samuel Alsop, of Meriden, Conn., president of the Alsop Engineering Corporation, Milldale, died July 7 in his summer home at Madison at the age of fifty-five. A native of Philadelphia, Mr. Alsop was an inventor. He established the present business in New York twenty-eight years ago. The main plant was moved to Milldale in 1935, the Alsops making their home in Meridan at the same time. The corporation, which has offices in many parts of the world, designs and manufactures filters, mixers, pumps and tanks.

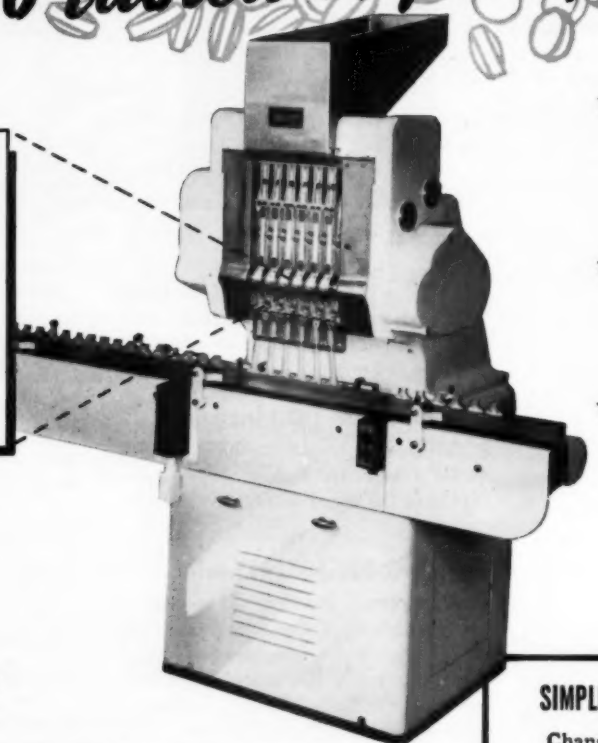
Charles E. Boyle, Jr.

Charles E. (Jimmie) Boyle, Jr., vice-president and co-founder of Boyle and Company, Los Angles, manufacturers of pharmaceuticals, died suddenly on July 2 of a heart attack at the age of forty-two.

US AUTOMATIC MACHINE

Counts and fills up to 360,000 tablets or pills per hour

The tablets or pills are counted by means of mechanical counting wheels with unfailing accuracy; correct count is a mechanical certainty. The tablets drop into the containers individually, thus keeping dusting and breakage at a minimum. If the tablets go into the machine whole, they come out whole.



★ The Model TBS fills any count, odd or even, of pills and tablets, coated and uncoated, and some types of capsules, into bottles, cartons, boxes and other rigid containers.

★ Produces speeds of from 60 to 150 filled containers per minute on counts of 12 to 100. Proportionately lower speeds on higher count containers.

★ Is available equipped with 4, 6, 8 or 10 filling chutes, to suit individual volume and speed requirements.

Model TBS, Straight Line, Fully Automatic

Model TBS, **US Automatic Tablet and Pill Filling Machines** are designed for high speed, fully automatic counting and filling of tablets and pills and some types of capsules.

Equipped for straight line delivery of containers to and from filling stations, labor costs are reduced to an absolute minimum and packaging made into a single line, completely automatic operation.

Available with many modifications, the machine is ideal either for large volume, maximum production, speed packaging of a few products or for packaging many different shapes and sizes of pills and tablets in a wide range of containers.

Always fast and accurate, the entire machine is functionally designed for versatile yet fool-proof and economical operation.

Write today for complete details.

SIMPLE, FAST, CHANGE-OVERS

Change-overs in count, container or product can be made easily and speedily, by the use of quickly interchangeable units. Following are typical change-over times:

Change of count .... 5 to 10 min.
Change of container..10 to 15 min.
**Change of product* ..20 to 30 min.

*(Indicated time applies to change in size or shape of product, includes cleaning of machine, preferably by vacuum, and will vary with conditions.)

US

NET & GROSS WEIGHING ★ PACKAGE FORMING & FILLING ★ CARTON SEALING, LINING, WRAPPING ★ BOX MAKING

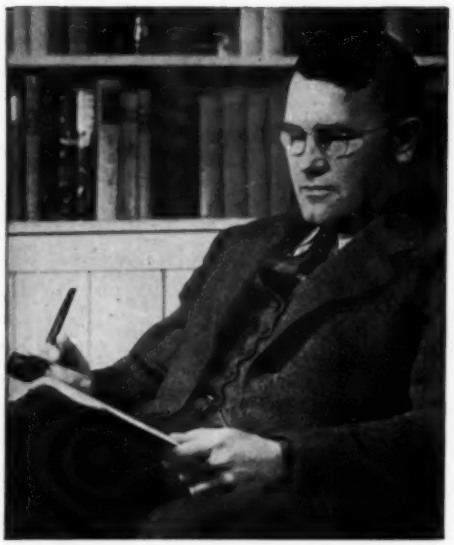
AUTOMATIC BOX MACHINERY CO., INC.

Owning and Operating NATIONAL PACKAGING MACHINERY CO. ★ CARTONING MACHINERY CORP.

45 ARBORETUM ROAD, ROSLINDALE, BOSTON 31, MASS.

Branch Offices: New York ★ Cleveland ★ Chicago ★ Los Angeles (Krugh Equipment & Supply Co.)

Production Forum



By FRANCIS CHILSON
Industrial Consultant

Management and Organization

Management and organization problems are finally insoluble because of continually changing conditions and also because we are all human beings, who as Ambrose Bierce said are a cantankerous lot and should be exterminated. We are all more or less incompatible compounds of pride, prejudice, ego, idealism, competence and incompetence. Hence any cooperative effort—and management is a cooperative effort—must be a series of compromises. Human beings are not robots. They do not respond to push button control. They do not respond to too much pushing of any kind. And they can be pushed around less now than ever before.

Every person who thinks deeply upon the problem of management and organization; who thinks deeply upon the problems of politics must realize that for the first time in our history we have, *as capitalists*, a unifying purpose and that is to combat communism which is dedicated to the destruction of everything we believe in—privately controlled business particularly.

Now if we continue to fail as administrators we shall eventually destroy capitalism. It's as simple as that. In the current Reader's Digest Eric Johnston points out that in Europe—England, France, Belgium, Italy—it was not capitalism which failed business men but business men who failed capitalism—they failed as administrators. Right now we as taxpayers and business men are supporting the Marshall Plan and the Atlantic Pact in order to stem the tide of communism in countries that are in some cases almost half way over.

We need broader and deeper education in management and a more comprehensive conception of its grave responsibilities. Every organization is a microcosm of our capitalistic economy. Management is a three-fold trusteeship, in the conduct of which the interests—sometimes divergent—of the public, the stockholders and employes must be safeguarded and harmonized. No business, except in the legal sense, should be regarded as a privately owned chattel.

Good management is not the rule in this industry or in any other that I am aware of. One reason for this is that top administrators are seldom trained or experienced in administration. I have known company presidents who could not intelligently interpret a set of financial statements. I have known some top administrators who had no interest whatever in any part of their business but the marketing phase. I have known some who not only did not have a valid comprehension of research, but actually were contemptuous of it and spent only a minimum of research money for advertising purposes so as to be on the band wagon. I have known top administrators who knew nothing of production and some who did not want to know. I have known top administrators who were financial men more interested in bookkeeping than anything else. I have known some who did not try to learn their jobs and to run them; they let the jobs run themselves. Not long ago the president of a large organization in the trade told me he realized his organization should be overhauled from top to bottom "but," he said, "to hell with it. I've made mine and in a couple of years I'm due for retirement, so I'll let somebody else have the headache of reorganization." When the president of a company has an attitude like that, is it to be wondered at that the morale in his organization is completely shot? That man is disregarding the welfare of his employees, his stockholders and the public. He is helping the communists destroy capitalism. Instances like this are by no means rare.

How is it that we are able to prosper in spite of one-sided management, mis-management, and in some cases no management at all? The answer is simple. We are operating in a very rich industry supported by a still growing economy, based upon a growing population and the exploitation of natural resources. Those of you who follow the published financial reports will recall that a couple of years ago one of the large companies showed an increase in sales over the year previous of approximately twelve percent—and a decline in profits of almost exactly the same amount.

And, in spite of that almost incredible evidence of mismanagement, the company still made a profit! Only a rich company in a rich industry could stand a blow like that.

As you all know, it is almost impossible to kill some old, established companies. Many companies survive in spite of their management.

A cynical friend once remarked that the way to be successful in the drug business is to have a company that was established sixty years ago, when anything could be sold for any purpose. When you reflect upon the characters who ran this business in the old days, it is easy to conclude that there was once a time when the drug business didn't need any management at all. It virtually ran itself. I knew one of these old characters who had a stuffed horse in his office and kept a loaded pistol strapped to the back of his chair. He represented an unusual type of course but he never succeeded in killing his business for it is still in existence today. Such *was* the vitality of the drug business. But times have changed and are changing still with an ever accelerating tempo.

The point I wish to make is that the men who founded the drug business had comparatively simple jobs. They had no FDA to worry about; no FTC to hound them. They knew nothing about taxes; they knew nothing about government controls; they had no legal problems to speak of, and the idea of having to employ a full time staff of lawyers would have been amazing to them. They knew nothing about personnel problems and many of them had never even heard of a union. They knew nothing about research or quality control. They had only competition to worry about. By comparison with their successors they didn't have to know much about management or anything else.

The administrator today has an extraordinarily difficult task, if he fully understands it and strives to do it well. He realized that much is wrong with management and organization procedures, a fact that is indicated by the extraordinary response to an article I wrote: "Why Companies Degenerate," the underlying thesis of which was that companies degenerate and finally die because of management failures. Two thousand reprints had to be printed to satisfy the demand which came to the magazine upon publication of the article. And the demand came not only from the drug industry but also from the radio industry, the plastics industry and even the steel industry.

That something is wrong with management in our own trade is also indicated by a synposium which took place in New York not long ago and in which I participated to present the production point of view. Other participants represented marketing, research and management. What interested me was that everybody seemed to have a well defined departmental point of view and only the gentleman who presented the management's point of view seemed to have a comprehensive company point of view, which of course every divisional head should have and seldom does. Everybody seemed to feel that his department was the most important part of his firm. But as my friend Dr. Grote is fond of saying, "People are people," and every man is likely to feel he is the most important fish in the pool.

It is of course impossible to conduct a business without departmentalization but departmental thinking and outlook can go a long way toward stultifying the efforts and aim of management. Departmentalization is, it seems, a phase in organizational development. But from no organization at all we progressively get too much.

Management must carry out its purposes through organization. But there is a vast difference between organization in fact and in theory. Some administrators feel that because they have a well thought out organization chart they also have a sound organization. An organization chart is nothing more than an X-ray photograph of the structure of an organization. It shows only the bones and not the nerves, tissues and veins of the organization, while make it a living organism.

In many cases the top administrator assumes that because the basic divisions of his business have been well established, he can leave to divisional heads the problem of working out organizational details. That's where the rivalry comes in, the jealousies, personal and dirty politics. The top administrator thinks he has a good organization because that part of it he sees constantly, the divisional heads, are working together effectively and in harmony. Often he is completely wrong.

The fact is, that the fine lines on the organization chart which show the connections between one department and another often are in reality not connecting links at all but crossed wires and sharp, stinging arrows of jealousy and antagonism.

The difficulty seems to be that the top administrator does not always see through the iron curtain formed around him by his key men. As proof of this let me read a few questions that were submitted to a meeting on product development which I attended in New York. The answers to these questions will seem obvious to you. Ridiculously simple. They could not be asked in your organization you will think. But don't be too sure about it. These questions become significant when I tell you that they were submitted by a group of men employed by firms doing business ranging from ten to more than thirty million dollars a year.

These questions to me are significant because they are a testimony of men down the line trying to do management's job. Men looking for direction and leadership and not getting it.

Is Pharmaceutical Research responsible for the pilot batch, or should they work in conjunction with the Production Department?

Is Quality Control, Production Planning, or the Production Manager responsible for the issuance of the final master manufacturing formula?

Who is responsible for notifying the Production Department, and how much notice should be given of a new product so that Production can survey its equipment and find out if new or special manufacturing or packaging equipment will be necessary?

Who is responsible for notifying, and how much notice should be given, Production and Packaging regarding quantities needed for introduction and also the sizes to be supplied?

Some of these questions seem childish. Nonetheless they point to a lack of sound organization procedure and lack of control of what might be called "reference points"—those instances in operations where men in different departments must work together to accomplish a given purpose.

It's all very well to say that a man should know when to refer a matter requiring approval or decision to his immediate superior or to the head of another department. Very often they do make such references but they are in no position to demand action. If they are naturally aggressive and have plenty of initiative, they may demand action and get into hot water because of their insistence. If they are not persistent they will not, as the saying goes, get themselves out on the end of a limb; they will let the matter slide to the detriment of the company's interests.

It seems to me that every company should utilize some form of reference memoranda, one possibly for urgent affairs and one for routine affairs. Printed across the top of these memoranda should be the words: "Action is requested on this in blank time." The blank would be filled in by the persons initiating the memorandum. If, as a matter of declared organization procedure, urgent requests had to be acted upon within a definite time, it seems to me that more effective operation would ensue. Even company presidents should be bound by the same rule. Delays and the stifling of enthusiasm for new projects can very frequently be laid at the door of Mr. Big for his failure to give the motivating decision within a reasonable time.

It is in these reference points that most organization weaknesses lie. Within specific fields of authority where they are sure of their ground, men very frequently conduct their affairs with efficiency and dispatch but become hopelessly mired down when matters come up that require the participation or decision of other departments.

It would be helpful also if, when an organization chart is prepared, an organization manual is prepared with it. Such a manual should describe the duties, responsibilities and field of decisive authority for each department head important enough to appear on the organization chart. Such a manual should be particularly explicit about reference points and matters involving company policy. Management should not assume, as it so often does, that because a man is assigned to a post with a specific name, he automatically knows the scope of his responsibility and authority. Some men do; others assume too much authority and still others too little.

Since any organization of human beings is but a temporary compromise, organization procedures should frequently be checked and organization structures adapted to changing conditions. This may be done by a committee at periodic intervals or it may be done by an assistant to the president, who should be a person well trained in organization procedures as many of them are.

It seems to me that management must become more interested in personalities and less personal in its attitudes and actions. Excepting the research departments management has not made much progress in learning how to handle really brilliant men who have "difficult" personalities. Likewise the aggressive man with a lot of good ideas soon finds himself in hot water in the average organization. Management has an unfortunate tendency to rely too much on steady dependable men who do their work well enough in a routine fashion but never generate the ideas with which the vitality of a business must be maintained. Management must learn more about selecting key men. Too much reliance is placed upon experience and not enough on brains.

The administration of a modern business has become so complex and so difficult that the efficient, inspiring administrator commands enormous respect. He is indeed an unusual man for along with broad knowledge of every phase of his business, he must combine the wisdom of Solomon with the patience of Job.

The following information is supplied by manufacturers of the equipment described and claims made below by these manufacturers are passed along for what they are worth. Presentation of such notice in this department is not to be taken as endorsement of the claims or of the equipment.

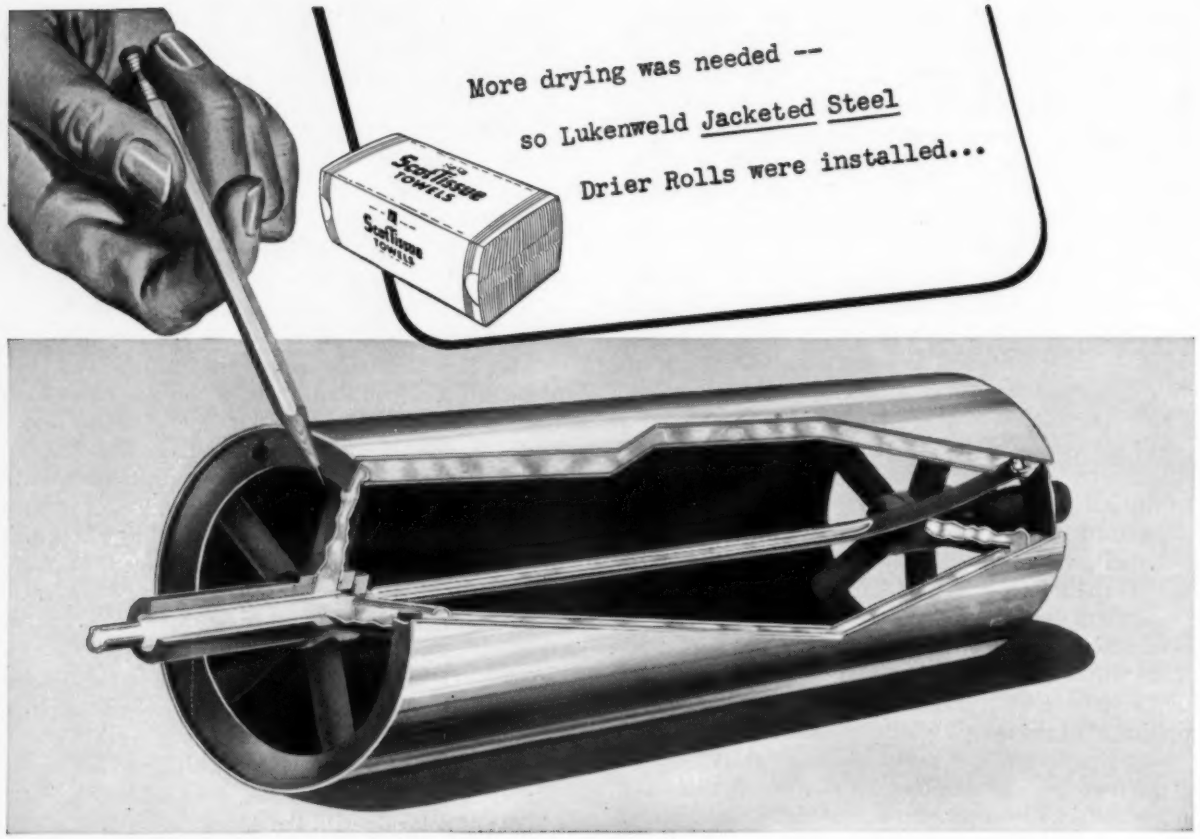
Magnetic Probe

New G-S Magnetic Probe, made of super-magnetic alloy, is no larger than a fountain pen. Point of magnet is extended or retracted from streamlined polished bakelite case by turning end-knob. Strength of magnet can be controlled by amount of extension. Pocket clip is provided for safe, easy carrying.

The G-S Probe is particularly useful for removing steel or iron particles from areas where such foreign matter is harmful, such as the operating area of electrical instruments or delicate mechanisms. It will also conveniently remove sharp particles of steel, iron or nickel from storage bins and retrieve magnetic particles from holes and similar hard-to-reach places.

Assemblers and inspectors find the probe useful to test coat of surfaces for magnetic properties of the under-material.

Plant first aid stations use the G-S Probe to remove steel splinters from the eyes or skin of employees. Nurse or doctor can adjust strength of magnet for proper extraction to reduce pain or rupture of tissues. The Probe can be sterilized without harming magnet.



Towel machine at SCOTT PAPER COMPANY reaches an acceptable production rate faster...*with safety*

When engineers at Scott Paper Company required extra drying capacity on a paper towel machine, they installed a number of Lukenweld Jacketed Steel Drier Rolls in the machine.

The needed drying was thus supplied, with an extra dividend of safety due to the welded steel construction of these rolls. They contributed to the successful start-up of the machine and the early attainment of an acceptable rate of production.

Lukenweld Drier Rolls owe their performance to these factors: Their jacketed design gives positive scavenging of entrapped air, film and condensate from steam passages, assuring high efficiency. Made of steel plate, wall sections can be thinner with safety, giving rapid heat transfer, with even and constant surface temperatures.

Whatever your roll-drying problems, Lukenweld can serve you. Our engineers will help select the rolls you need, and even design and build the complete machine. Pressures up to 350 psi and higher can be safely employed.

Bulletin 358 tells you more about Lukenweld Jacketed Steel Drier Rolls. For a copy, and for help on your machinery requirements write Lukenweld, Division of Lukens Steel Company, 482 Lukens Building, Coatesville, Pa.

LUKENS
LUKENWELD DIVISION

DESIGNERS, ENGINEERS AND MANUFACTURERS OF MACHINERY

Perfektum Labseal

PerfeKtum Products Co., 300 Fourth Ave., New York 10, have announced the introduction of the LABSEAL. This apparatus is a crossfire burner which is especially designed for use in pharmaceutical and chemical laboratories. The crossfire assembly with fishtail burner assures effective, rapid sealing of a wide variety of laboratory glassware.

The LABSEAL is simple to operate because of its flexible design and construction. Two-way clamps are provided for making adjustments of height, inclination and distance between burner tips. The LABSEAL is especially adapted for sealing ampuls in single or quantity production. Complete details concerning this apparatus together with literature is available by addressing the manufacturer.

Water Demineralizers

With the establishment of an Ion Exchange Department, the Industrial Filter & Pump Manufacturing Company, 1621 W. Carroll Ave., Chicago 12, Illinois, is introducing a line of water demineralizers. These demineralizers deliver the chemical equivalent of distilled water at only a small fraction of the cost of distilled water. No heat and no stills are required. The dissolved mineral salts in the water are removed by a simple chemical action and absorption in passing the water through beds of ion-exchange resins.

Depending upon the hardness of the raw water and the volume required, these ion-exchange demineralizers are available in a variety of sizes and models. For laboratory work, a cartridge unit self-contained on a convenient wall bracket delivers approximately five gallons per hour. Larger units, in both two- and four-bed models, deliver up to 1000 gallons per hour. Special units of any capacity are engineered to requirements.

Further information and descriptive bulletins are available from the manufacturer.

Marlow Pumps

A wide expansion in its line of self-priming centrifugal pumps has been announced by Marlow Pumps, Ridgewood, New Jersey, making it, according to Marlow engineers, by far the largest line of its kind in the world.

The recently amplified line contains 26 basic series of pumps which in turn are available in virtually endless modifications and combinations of mountings, fittings and materials. Design changes on the basic models include such improvement as a new cover plate engineered for increased strength and for appearance, flanged suction and discharge connections and improved suction check valve.

Included in the new line are electric horizontal long-coupled and vertical and horizontal close-coupled models, portable and stationary engine-driven models and belt-driven models. All of the pumps in the line feature Marlow's free-flow design and the exclusive "diffuser" method of priming in which the design of the pump itself enables it to prime automatically. The pump contains no by-pass valves or other mechanical devices. All of the Marlow Self-Priming Centrifugals are said to handle a wide range of liquids: clear water, coolants, chemical solutions, "dry" aromatic fluids, volatile liquids and liquids containing abrasives. They will pump liquids with viscosities up to 500 S. S. U.

Three Type EV vertical models are part of Marlow's new industrial line. These are electrically driven with the motor close-couple-mounted directly over the pump, a design developed especially for installations where floor space is limited. The capacities range from 5 to 70 gallons per minute; heads from 15 to 47 feet. Motors are explosion-proof, repulsion induction type, single-phase, in $\frac{1}{3}$ to $\frac{1}{2}$ and $\frac{3}{4}$ hp. These vertical pumps feature the positive priming and repriming of the horizontal models and the same smooth, quiet operation. They are said to have the same ability to pump efficiently on high suction lifts as well as in flooded suction installations.

Industrial Control

A new low-cost combination motorized-value temperature controller that makes possible more efficient and lower-cost maintenance for hundreds of industrial processes is being introduced by Minneapolis-Honeywell Regulator Company.

The new device is one of a series of "more compact" measuring and controlling devices to be brought out this year.

In operation, a remote-bulb thermal system positions a powerful motorized valve in response to temperature changes. The unit is available with temperature ranges between minus 50 degrees, and plus 700 degrees Fahrenheit, and with different sizes and types of valves. The self-contained assembly includes valves, linkage, motor, transformer and temperature controller. It will be sold through Brown division of Honeywell.

Case Sealer

The novel feature of the Van Buren Case Sealer is the application of glue to electrically heated carton flaps (a patented process), which results in a decrease of drying time and a compression chamber of only 3′ and an over-all machine length of 9′.

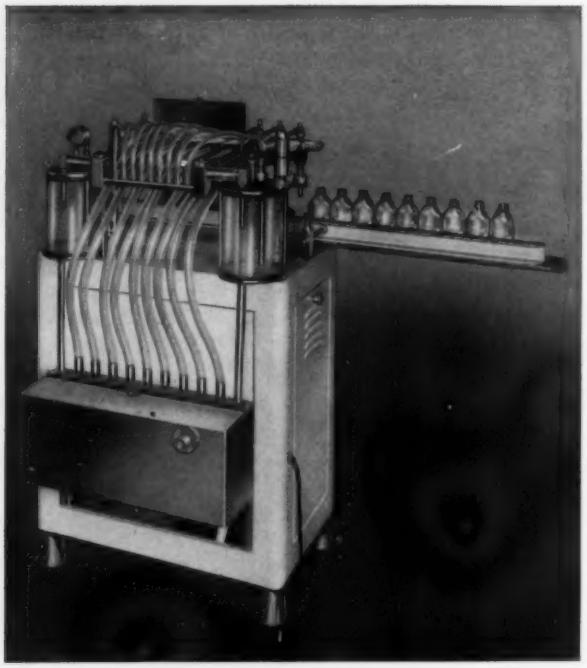
There are 29 of the Van Buren Cases Sealers operating thru out the Proctor & Gamble Plants.

The Case Sealer can be equipped with a table for hand packing at the machine or equipped with a completely automatic intake. This latter machine does not require an operator.

The various models will handle cases up to 20″ square with a capacity of 5-12 cases per minute. Speed may be increased by adding additional footage of compression chamber.

Pallets

National Pallet Corp., Oliver Building, Pittsburgh 22, Pa., has just published a new catalog, titled "National Pallets," which illustrates and describes many types of wooden pallets made by the company. Included is a map showing the location of National Pallet's mills throughout the country, and a list of cities where sales representatives are located.



The NEW Semi-Automatic Straight-Line Vacuum Filler

Judge a Thoroughbred By the Family Record

A new addition to any established line is instinctively judged by the company it keeps—and rightly so. The reputation of its line companions is the highest endorsement this new filler can have.

The new member of the U. S. Bottlers' line of filling machines is a semi-automatic Straight-Line Vacuum Filler. Its name—

"MODEL B-49." It is a versatile machine for filling liquids and semi-liquids. Designed for quick, on-the-job changeover for any container up to gallon size and with efficient speeds on all size containers without undue pressure upon the operator.

Mechanical innovations introduce more comprehensive automatic machine operation for eliminating hand servicing. The product handling system is designed for quick clean-up after runs and the operating mechanism is simple and substantial for many years of enduring, uninterrupted filling service.

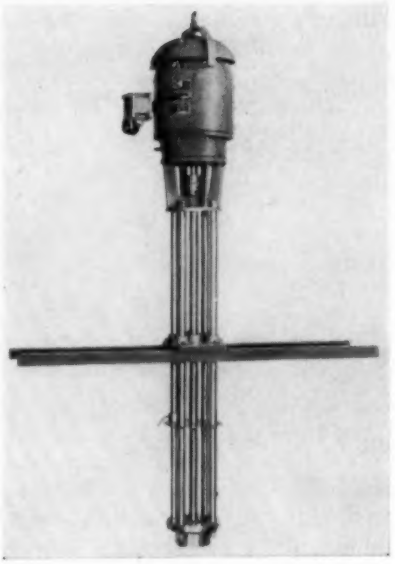
Seldom does a new machine, so quickly, make a place for itself in established filling set-ups either on steady production or as a versatile standby unit for peak loads. The Model B-49 Bulletin will give you the interesting details; write for it today.

U. S. BOTTLERS' MACHINERY COMPANY

4013 North Rockwell St., Chicago 18, Illinois

- **THE U. S. ROTARY FILLER**
- **THE U. S. MODEL B-2 SEMI-AUTOMATIC VACUUM FILLER**
- **THE U. S. SIPHON FILLER**

EPPENBACH HOMO-MIXER



A MIXER FOR SOLVING YOUR PROCESSING PROBLEMS

The Homo-Mixer reduces particle size—increases total surface area—shortens batch cycles.

An efficient emulsifier and disperser—easily sterilized and cleansed.

Mixes in vertical planes—prevents stratification and dead spots—minimizes surface boil.

Available in laboratory, pilot plant and production sizes. Designed to fit your tank or kettle—or furnished with single shell, steam jacketed, electrically heated, oil bath or tilting type kettles.

Vacuum and air tight installations quoted upon request.

Write for a copy of Catalog No. 402.

EPPENBACH INC.

45-10 Vernon Blvd. Long Island City, N. Y.

Blackmer Pumps

A greater range in the types of materials that can be handled by the complete line of rotary pumps manufactured by Blackmer Pump Company is now possible with the addition of a "sliding" vane type to their standard "bucket" or "swinging" vane type.

Extremely viscous liquids up to 100,000 SSU are said to be successfully pumped with the new sliding vane type. Vanes are positively actuated by push rods through the rotor and shaft.

Gasoline and other volatile liquids can be pumped more efficiently and at higher lifts with the new "sliding" vane type, it is claimed.

"Sliding" vanes can be furnished in a sound-deadening, non-metallic material in most instances, which are claimed to be relatively more quiet and wear resistant than conventional metal vanes.

Both "sliding" vanes and "swinging" vanes are said to be self-adjusting for wear and are replaceable without disturbing piping or drive, according to the manufacturer.

"Swinging" vanes are recommended over "sliding" vanes for certain nonvolatile materials and for liquids containing solids and abrasive matter.

Additional design and operating data are available in a new bulletin "FACTS ABOUT ROTARY PUMPS" available from Blackmer Pump Company, Grand Rapids, Mich.

New Photoelectric Colorimeter

The new Rouy Photrometer, made by E. Leitz, Inc., and now available to industry, gives a concentration reading accurate to within 0.1%. This amazing new accuracy in colorimetric analysis is made possible by careful matching of the photoelectric cell and the direct reading microammeter. With the Photrometer, the measured electrical energy is strictly linear to the transmitted light energy.

The Photrometer's ten narrow band (40 millimicrons) glass filters give finer definition over the entire visible spectrum. Each filter and filter element is controlled in production and matched to produce identical spectral transmission curves. Further accuracy is insured by the use of a precision square absorption cell which eliminates errors possible with ordinary curved cells. The instrument offers maximum reproducibility, for different workers can obtain identical readings on the same specimen, even on different Photrometers.

Another advantage of importance to industrial users is the Photrometer's time-saving simplicity. All adjustments are made with a single control, and no special skill is required of the user. Once calibrations have been set up, any competent worker can make routine analyses in minutes, where ordinary methods may require hours.

The compact, lightweight Photrometer takes a 115-volt A.C. line. Where only D.C. is available, terminals are provided for connection to a 6-volt storage battery.

U. S. Bottler's New Filler

Designed for quick change-over from any one size container to another up to gallon size. It is reported to have new mechanical innovations for automatic operation and controls.

The illustration shows the Filler set-up with four filling tubes for handling gallon containers. Adjustable for up to nine filling tubes for handling small containers. When the hand lever is to the right, the filling head is down and containers are filling. Only the weight of the filling tubes is required to properly vacuum seal the containers for filling.

When containers have filled, the operator trips the lever to the left, raising the filling head. The filling head will remain in the raised position as the lever is automatically counter-balanced. The operator having both hands free, pushes all containers on the feed bed to the right—the filled containers out, and the empty containers into filling position.

In the filling of gallon containers, the operating cycle can be repeated 2 to 3 times per minute for a filling production of 8 to 10 gallons per minute while smaller containers can fill at a normal speed of up to 50 containers per minute.

The automatic overflow system consists of two cylinders that empty automatically into the supply control tank at lower rear. The two cylinders operate alternately with the raising and lowering of the filling head and thus vacuum is maintained on filling tubes at all times.

The product can flow to the polished sanitary supply tank by gravity and the control valve will admit flow as required by speed of filling. The machine is known as the Model B-49 Straight-Line Vacuum Filler and is manufactured by the U. S. Bottlers' Machinery Co., Chicago 18, Illinois.

Stokes Mixers Redesigned

F. J. Stokes Machine Co., Philadelphia, Pa., announce that their Mixers have been completely redesigned for greater operating efficiency.

Available in 50, 100, 200 and 300 pound capacity mixers, the new Stokes Series 21 Mixers incorporate these distinct machine improvements: (1) Dust-tight lids provided with rubber gasket to prevent escape of dust; (2) Positive safety devices on the lid, with motor shutting off when lid is raided; (3) Variable speed control, with agitator speeds from 21-42 RPM; (4) All welded rigid construction. Mixer design permits easy cleaning; (5) Completely enclosed drive protects working parts from dust and dirt; (6) Adjustable discharge chute, which can be tilted to any height; (7) Simplified dumping mechanism, with safety catch for locking mixer in position; (8) Pushbutton stop-and-start control, with jog button for jogging agitator around when dumping; (9) Perforated trough available to admit solutions of binders, flavorings, etc., for pharmaceutical and ceramic applications.

Complete specifications covering the Stokes Series 21 Mixers can be obtained from F. J. Stokes Co., 5900 Tabor Road, Philadelphia 20, Pa.

WHEN YOU USE A MIKRO
You Will Find That You---

NO. 2TH MIKRO-PULVERIZER blending face powder mixtures. Complete blending—color and perfume thoroughly mixed, results in fine textured powders requiring no further treatment. Total of 13 MIKROS in this plant.

Let us show you how others have effected economies and improved their finished product through the use of MIKRO grinding and dust collecting equipment specially designed for the Drug and Cosmetic Industry.

THE MIKRO PLAN FOR PROCESSING EFFICIENCY

If you have a pulverizing or dust control problem, our engineers will study it, telling you what our equipment and the MIKRO-Plan can do for you. There is no charge for this service which is based upon thousands of tests and performance records.

MIKRO-PULVERIZERS—in six sizes
MIKRO-ATOMIZERS—in three sizes
MIKRO-COLLECTORS—in single or multiple-bag units.

WRITE TODAY—for our new, illustrated catalog and information regarding our uncharged-for laboratory service to help you solve your pulverizing and dust collection problems.

PULVERIZING MACHINERY COMPANY
22 Chatham Road **Summit, New Jersey**

MIKRO-PULVERIZER (FINE) **-ATOMIZER** (ULTRA FINE)
Reg. U. S. Pat. Off.
Also Makers of the MIKRO-COLLECTOR

PRESERVE OUR HERITAGE: FAITH, FREEDOM AND INCENTIVE

ANOTHER S & S COMBINATION
FOR SUCCESSFUL PACKAGING

S & S Duplex Automatic Filling Machine-Production 60-70 per minute at Amm-I-Dent, Inc, Jersey City, N J.

There is an S & S Filling Machine suitable for filling practically any powder or granulated product and at speeds to suit your needs.

15—30—60—120 per minute

We also make a complete line of packaging equipment:

Carton Filling & Sealing . Flexible Packaging
Tight Wrapping Machines
Paper Box Making Machines for "Set-Up" Boxes

STOKES & SMITH Co
PACKAGING MACHINERY PAPER BOX MACHINERY

Subsidiary of Food and Chemical Corporation

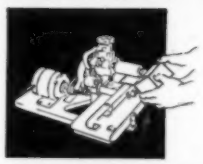
4912 Summerdale Ave., Philadelphia 24, U. S. A.

Exclusive West Coast Distributor
Anderson-Barngrover Division of FMC
San Jose 5, California

DON'T THROW YOUR MONEY DOWN THIS WELL

Potdevin Labelers are a **one time** investment that will save you time every day, money every pay day. Initial price is low—installation costs nothing—any worker can operate a Potdevin. With daily cleaning and weekly lubrication your Potdevin lasts a lifetime.

And while you're writing for a Labeler—on 10 days free trial—consider a Potdevin Carton Gluer to speed up shipping operations. It's power driven—puts glue on carton flaps as fast as your men can handle them. Saves adhesives by controlling the glue film—applying it only where it's needed.



POTDEVIN

POTDEVIN

MACHINE CO.

1257—38th Street Brooklyn 18, N.Y.

Please send me a Potdevin Labeler on 10 days free trial—and details on Potdevin Carton Gluers.

Name and Title .....

Company .....

Street .....

City ..... Zone ..... State .....

for low cost, dependable, time proven performance

On every liquid mixing job

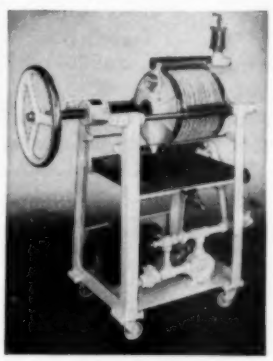
You can handle your mixing or blending operations simply and economically with an Alsop "Hy-Speed" Mixer. You'll find it easy to clamp to any container and adjust the shaft and propeller to the position best suited to insure the particular mix, blend or suspension your product requires. Write for complete information giving details of liquids and quantities to be handled.

STURDY PORTABLE EASY-TO-MOUNT

Alsop Portable "Hy-Speed" Mixers equipped with our easy-to-mount, quickly adjustable clamp are at work on Chemicals, Drugs, Cosmetic Preparations, Perfumes, Extracts, Liquid Soaps, Oils, Fats, Alcohol, Water, etc. Standard shafts and propellers are made of Stainless Steel, although many other metals and materials can be supplied. Available in a wide range of horse-powers, propeller combinations and speeds.

Alsop Engineering Corporation
408 Cass Street, Milldale, Conn.

ALSOP ENGINEERING CORP.
Filters, Filter Discs, Mixers, Agitators, Pumps and Tanks



ERTEL ASBESTOS DISK

FILTERS

built to solve filtration problems in many fields

FEATURE SINGLE HANDWHEEL FOR EFFICIENT EFFORTLESS CLOSURE.

★ Ertel EW Model Filter, illustrated, has capacities from 5 to 20 gallons per minute. It will accomodate from six to sixty 12¼ inch Ertel Asbestos Filter Disks. Can be had with or without electric motor and pump.

Ertel units are available for filtering liquids in quantities of less than one gallon per minute or up to one hundred gallons per minute. Write the Ertel Engineering Department for help in solving your filtration problems.

ERTEL FREE LABORATORY SERVICE: Send a sample of your product to us for laboratory test. We will filter it and return for your inspection along with enough recognized Ertel Asbestos Filter Sheets to prove the superior results in your plant.

ERTEL ENGINEERING
CORPORATION
KINGSTON NEW YORK
New York City Sales:
40 West 48th Street, N. Y. 19, N. Y.

ERTEL

ASBESTOS FILTER SHEETS • ASBESTOS SHEET FILTERS
CYLINDER TYPE DISC FILTERS • PYROGEN FILTERS
VACUUM BOTTLE FILLERS • PUMPS • MIXERS • CAPPERS

Patent Thoughts and Trends

By THOMAS CIFELLI, Jr., Patent Attorney

Trend of Patent Legislation

Judging from the proposed bills dealing with patents now before Congress, a marked change in the character of these bills seems to have occurred during the past year or so. For quite some time up until recently, many of the proposed bills relating to patents were calculated to do anything but warm the cockles of those who think the U. S. Patent System is good and should be preserved. However, the trend is definitely the other way and at the present time there are pending bills which in general have the effect of increasing patent rights and strengthening the Patent System. One proposal has to do with reviving at least a part of the contributory infringement doctrine which at this time is in a state of chaos. Under this doctrine anyone who knowingly supplies to a direct infringer an ingredient of a patented composition, knowing that the ingredient will be used to infringe a patent has been held to be a contributory infringer.

Another bill proposes to declare that the national policy regarding the tests for determining patentable invention is by an objective and not by a subjective process. This is obviously aimed at the so-called "flash of genius" theory.

There is even a movement afoot which if successful would amend the patent laws so that the rule of Estoppel, which is really a rule of fair play, would apply to patents as well as to other forms of property. As it is today a person who obtains a license from a patent licensor may under an expanding group of situations contest the validity of the patent. Also, the United States Supreme Court held quite recently that one who sold his own patent and received full consideration therefor could attack the validity of the patent.

Yes, at this moment it looks as if even patent times change.

The unexpired patents listed here are the second of a series on patented shaving preparations. The first listing appeared in the June 1949 issue of Drug & Cosmetic Industry, and listed expired patents on shaving preparations. The unexpired patents listed here cover those which have not run their full course of seventeen years as monopolies.

Unexpired U. S. Patents

U. S. 2,085,733 Issued July 6, 1937 for Shaving Cream to John C. Bird

This patent also deals with shaving creams of the brushless type and discloses the use of alkyl ethers of cellulose, such as methyl and dimethyl ethers, as bases for such creams.

A preferred formula is given in the patent as follows:

	Parts
Cellulose alkyl ether	**73.70**
Glycerine.....	**5.00**
Sodium lauryl sulfonate.....	**1.00**
Mineral oil.....	**15.00**
Menthol.....	**.10**
Oil of bergamot.....	**.20**
Water.....	**5.00**
Color as desired.	

Claim 3 appears to be very broad covering "A shaving cream containing an aquaphilic alkyl cellulose ether as the base thereof."

U. S. 2,134,666 Issued October 25, 1938 for Brushless Shaving Cream Assigned to Rit Products Corporation

This patent is one of a series of patents which includes U. S. 2,144,884, U. S. 2,164,717, U. S. 2,167,180 and U. S. 2,195,713.

This patent which also deals with brushless shaving creams points out the defects in previous creams of this kind and asserts that these defects can be overcome by means of the teachings of the patent. The patent points out that in most of the brushless shaving creams a thorough washing of the face is first necessary to remove the natural oils as otherwise the cream would not of itself soften the beard. A further difficulty has been that in order to function satisfactorily as a lubricant previous creams, according to the patent, had to have a relatively large amount of fats or waxes in relation to the soap present and this caused them to be too greasy making it hard to remove them from the face and the razor. When the amount of wax in proportion to the soap present was decreased so that the creams could readily be washed from the face or razor the creams did not lubricate well. Moreover, they all left something to be desired from the standpoint of softening the beard. Further, the emulsions were not sufficiently stable and in cold weather they would freeze and the emulsions break.

All of the foregoing disadvantages of prior art brushless shaving creams are said to be avoided by the use of a large class of chemical compounds which have a well-balanced ratio of their oleophilic and hydrophilic properties, that is to say, compounds in which the polar and non-polar groupings are present in the molecule in a way that causes the composition as a whole to have both water wetting and oil wetting properties. The substances specifically dealt with in the present patent may be represented by the formula R-CO-NX_2 where "R" is a saturated or unsaturated hydrocarbon radical with at least seven carbon atoms, or the substitution products thereof such as the hydroxy, sulfonic and phosphonic acid substitution products, or sulfuric or phosphoric acid esters; "X" may be a hydrogen, an acyl, alkyl, alkylol or alkyene group, their oxy, hydroxy, sulfonic and phosphonic acid substitution products, or their sulfuric or phosphoric acid esters. In the molecule as a whole, there is at least one inorganic oxygenated acid radical, it being obvious that such acid radical may be present in either the R or X group according to the definition of the formula.

Some specific examples of brushless shaving cream formulae are taken from the patent and follow:

1

	Per cent
Paraffin fatty acids	25
Sulfonated oleyl amide	3
Carbolic acid	0.1
Perfume	0.5
Water	71.4

2

Palmitic acid	20
Tri-ethanol amine	5
Sodium salt of the sulfuric acid ester of the condensation product of oleic acid and mono-ethanolamine	5
Carbolic acid	0.1
Perfume	0.5
Water	68.9
Menthol	0.5

3

Hydrogenated cocoanut oil fatty acid	15
Ethylene glycol	5
Caustic potash	5
The condensation product of oleic acid and tauric acid	3
Carbolic acid	0.1
Perfume	0.5
Water	71.4

4

Stearic acid	20
Soap	5
The sodium salt of the condensation product of palmityl amide and ethionic acid	3
Carbolic acid	0.1
Perfume	0.5
Water	71.4

Claim 1 is representative and follows:

A brushless shaving cream comprising a plastic emulsion of oleaginous and aqueous materials and having included therein a proportion of a chemical compound having oleophilic and hydrophilic groups in the molecule, said chemical compound being of a class consisting of fatty acid amides having at least eight carbon atoms wherein the hydrocarbon chain may be substituted by a group of a class consisting of hydroxy, sulfonic and phosphonic acid groups or may be esterified with sulfuric or phosphoric acid, and wherein the hydrogen of the amido group may be substituted with an acyl, alkyl, alkylol or alkylene group, the oxy, hydroxy, sulfonic or phosphonic acid substitution products thereof or the sulfuric or phosphoric acid esters, the amide as a whole having at least one oxygenated inorganic acid radical.

U. S. 2,143,060 Issued January 10, 1939 for Solid, Sticklike Shaving Preparation Assigned to Max Goldmann

This patent discloses a solid shaving preparation evolving oxygen and containing no admixed catalyzer. The human skin acts as a catalyzer, according to the patent, when the stick comes in contact with it. Solid substances which evolve oxygen are the peroxides of the alkalies and the alkaline earth metals, for example magnesium peroxide.

The patent states that the tendency of the peroxides to irritate the skin is overcome by adding the stabilized hydrogen peroxide-carbamide ("Perhydrite").

Claim 1 is representative and follows:

A normally stable, non-lathering shaving preparation in solid stick-like form capabe of direct application to the moistened skin comprising an intimate mixture of a stable oxygen-producing substance, a binder, and a water soluble filler serving to facilitate the access of water to the said oxygen-producing substance when the shaving means is moistened, said oxygen-producing substance being present in amount capable of conditioning the beard for shaving by applying the preparation for a short period of time and then washing away before shaving.

U. S. 2,144,884 Issued January 24, 1939 for Brushless Shaving Cream Assigned to Rit Products Corporation

This patent is one of a series of patents having substantially the same disclosures, this series including U. S. 2,134,666, U. S. 2,164,717, U. S. 2,167,180 and U. S. 2,195,713.

The claims of this patent, however, are broader than those of U. S. 2,134,666. Claim 1 of the patent follows:

A brushless shaving cream comprising a plastic emulsion of oleaginous material and aqueous material and having included therein a proportion of a chemical compound having oleophillic and hydrophillic groups in the molecule, the oleophillic group comprising a hydrocarbon group containing at least eight carbon atoms, said chemical compound having good wetting and lubricating properties and being miscible with water and having the properties of penetrating through the natural greasy layer on the skin and facilitating the softening of the hair when applied to the skin.

U. S. 2,148,285 issued February 21, 1939 for Shaving Cream to Stamford White

This patent discloses an antiseptic shaving cream having the characteristics of a vanishing cream, it is said, thereby avoiding the necessity of washing after shaving and at the same time producing none of the harmful effects on the skin such as smarting and burning. Specifically the invention comprises a cream having stearic acid or an equivalent as a base, tragacanth gum, green soap, boric acid, glycerine and a relatively large quantity of water.

The one claim in the patent is very specific and follows:

A jelly-like cream formed by mixing stearic acid 50 parts, triethanolamine 3 parts, lanolin 9 parts, water 160 to 212 parts, tragacanth gum 2.5 parts to 3.75 parts boracic acid 1 part.

U. S. 2,148,286 Issued February 21, 1939 for Shaving Cream to Stamford White

This patent should be compared with U. S. 2,148,285. U. S. 2,148,286 comprises a cream having stearic acid or an equivalent, mineral oil, lanolin or equivalent, emulsified by a suitable agent such as an ethanolamine and borax, tragacanth or tragasol or both.

The claims of this patent are quite specific, claim 1 being represented as:

A shaving cream comprising a homogeneous mixture of approximately 50 parts stearic acid, 7 parts lanolin, 6 parts mineral oil, 2 parts triethanolamine, 2 parts borax, 240 parts water, 1 part tragacanth, 1 part boric acid, 1½ parts glycerine.

U. S. 2,164,717 Issued July 4, 1939 for Brushless Shaving Cream Assigned to Rit Products Corporation

This patent is one of a series of patents having substantially the same disclosure, this series including U. S. 2,134,666, U. S. 2,144,884, U. S. 2,167,180 and U. S. 2,195,713.

This particular patent deals with the use of phosphatides, such as lecithin, with or without other chemical substances, in brushless shaving creams.

Claim 1 is representative and follows:

A non-vanishing brushless shaving cream comprising a plastic emulsion of oleaginous and aqueous materials and containing a minor proportion of a phosphatide.

U. S. 2,167,180 Issued July 25, 1939 for Brushless Shaving Cream Assigned to Rit Products Corporation

This patent is one of a series of patents having substantially the same disclosure, this series including U. S. 2,134,666, U. S. 2,144,884, U. S. 2,164,717 and U. S. 2,195,713.

This particular patent deals with the use of aromatic sulfonic acids or the sulfonic acid salts wherein the sulfonic radical is attached directly to the aromatic nucleus. The aromatic nucleus may also contain other groups

(Continued on page 238)

fine perfume bases

Albert Albek, Inc.

3573 HAYDEN AVENUE, CULVER CITY, CALIFORNIA

NUNCA VARIA ALBEK

Thousands of Emulsifiers

THE AMERCHOLS ARE **NATURALLY** DIFFERENT!

CHOLESTEROL IN ITS MOST ACTIVE AND EFFICIENT FORM

These non-ionic, surface-active agents are NATURALLY good for the skin. Of biological origin, they represent odorless, color-free forms of cholesterol and related rare sterols which we isolate from animal tissues. The Amerchols are efficient, highly active emulsifiers, penetrants and emollients for cosmetics and pharmaceuticals.

WE KNOW OF NO CASE OF ALLERGY DUE TO AN AMERCHOL

Here is complete information: WRITE ON YOUR LETTERHEAD FOR OUR NEW TECHNICAL BOOKLET

Contains technical data on the use of the Amerchols in o/w and w/o emulsions. Formulas for cold creams, vanishing creams, antiperspirants, shaving preparations, emollient creams, ointments, lotions, hair preparations, etc.

OUR RESEARCH LABORATORIES ARE AVAILABLE TO YOU FOR ADVICE AND INFORMATION AT ALL TIMES.

AMERICAN CHOLESTEROL PRODUCTS, INC.
MILLTOWN — NEW JERSEY

YOUR TRADE-MARK RECORD

By JOHN H. GRAHAM
International Patent and Trade-Mark Consultant

"SPIC" VERSUS "SPRY" TAKEN TO APPEAL

About a year ago we reported the above controversy, wherein the Commissioner Of Patents reversed the Examiner's stand, that the above words were confusingly similar for the same goods and dismissed the opposition.

An appeal to the Court of Customs and Patent Appeals was recently taken by Lever Brothers Company. The decision affirmed the Commissioner's position, it being held that the two marks were not confusingly similar.

In passing, it is noted that an old and well-known adage was used in the above decision. This is, that using prior decisions is of little value in trade-mark opposition proceedings, since each case must stand upon its own distinctive grounds.

In these columns we have several times commented on this, bringing out that the decisions we report here, hardly help to clear the air as to what is or is not confusingly similar. Below we give you some recent decisions in brief, to prove that you cannot predict ahead of time.

If you search a new mark, which you really like and find it clear of an exact duplicate, it looks like you may as well file an application to register, since conflict with similar marks is impossible to guage ahead of time.

1—In DePree Co. versus Belcano Co., Assistant Commissioner Daniels reversed the Examiner and decided that cosmetic leg-lotion or make-up had the same descriptive properties as liniment, even though one is medicinal and the other cosmetic. He held that they were sold through the same retail outlets and many producers make and sell both types of goods. The mark involved was "LIMBO."

2—In Cheramy Inc. versus Perfumes Habana, Mr. Daniels affirmed the Examiner's decision in holding "CHANCE and "CHERIGAN" confusingly similar for the same general goods (cosmetics, perfumes, etc.) as "CHERAMY" because of the phonetic similarity of the words "CHERIGAN" and "CHERAMY."

3—In Vita-Var Corp. versus Alumatone Corp., the District Court of California held that "ALUMATONE" is not confusingly similar to "ALUMIKOTE," both for aluminum paints. Also, "ALUMIKOTE" was held as not descriptive of the goods.

4—In S.S. White Dental manufacturing Co. versus The Oraltone Co., the District Court of New York held "ORALTONE" to be confusingly similar to "ORALINE" for similar goods, namely tooth pastes and the like. "ORALINE" was also held as not descriptive of the goods.

5—In Exparte Columbia Protekosite Co., Mr. Daniels affirmed the Examiner's decision that "STANDEE" was confusingly similar to "DANDEE," both marks being used for hair combs.

6—In Sharp and Dohme Inc., versus Morel, "HERPATIOR" was held to be confusingly similar to "HEPATONE" by Mr. Daniels. Both marks were used in similar medicinal preparations.

7—Safety razor blades and brushless shaving cream were held to have the same descriptive properties in Barbasol Co. versus Gillette Safety Razor Co. and "BARBAROSSA" (Gillette) was held confusingly similar to "BARBASOL." This decision of the Examiner was affirmed by Mr. Daniels.

8—And in the past year a few like these:

"EASY MONDAY" conflicts with "SUNNY MONDAY" (Soaps);

"HEMOCLOT" conflicts with "HEMOTEST" (Medicinal);

"HEAVENLY NIGHT" conflicts with "HEAVEN SENT" (Perfumes);

"CRILLON" conflicts with "CARILLON" (Perfumes);

"THERAPULES" conflicts with "THERAVITA" (Medicinal);

"NUTRIX" conflicts with "NUTRINE" (Hair goods);

"AMPHEDRINE" conflicts with "FEDRINE" (Medicinal);

"FOREVER AMBER" conflicts with "FOREVER YOURS" (Perfumes);

"HAIR GLAMOUR BAR" conflicts with "GLAMOUR GIRL" (Hair goods);

"HYCAFE" does not conflict with "NESCAFE" (Beverages)

"HEMATOVALS" does not conflict with "HEMONUTRON" (Medicinal);

"STEINETTES" does not conflict with "SUCRETS" (Medical);

"TOUJENAIS" conflicts with "TOUJOURS MOI" (Perfumes);

"GABARDINE" does not conflict with "GABY" (Perfumes);

"THUMBS UP" does not conflict with "SEVEN UP" (Beverages);

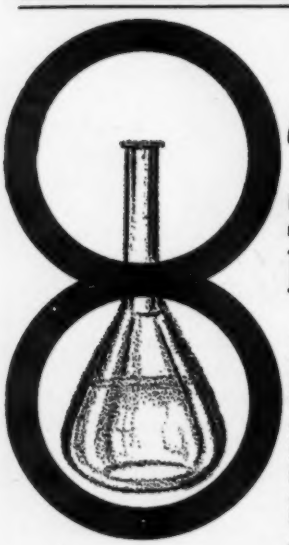
METAL CONTAINERS *and* CLOSURES
by
BRIDGEPORT

Vanities
Jar Caps
Bottle Caps
Drawn Talc Containers
Powder Boxes
Perfume Vial Cases and Caps
Lip Brushes
Dry and Paste Rouge Cases
Lipstick Containers --- Swivel, Slide, Automatic

and

Other Special Metal Products for the Cosmetic Industry

THE BRIDGEPORT METAL GOODS MFG. CO.
Established in 1909
BRIDGEPORT CONNECTICUT



Reasons Why PLYMOUTH
ZINC STEARATE U. S. P.
IS BEST FOR DRUGS AND COSMETICS

1 Backed by the longest commercial Stearate manufacturing experience in America . . M. W Parsons offer you this new product as the finest Zinc Stearate that can be made.

2 Years of research have made possible a particularly white product

3. Special production methods . . developed over more than a quarter of a century . have made it ODORLESS

4 It will not develop offensive odors even if kept for a long period

5. It enables your face powder to retain the same odor that you give it.

6. A smooth, light, fluffy texture has been finally and definitely achieved.

7 Tested independently it shows the following results: ARSENIC (Gutzeit and Spectrographic Test) . . Not Found. LEAD (Spectrographic Determination) . . . 1.7 parts per million.

8. The reputation and record of M. W. Parsons assure you of Uniformity in all shipments.

We also manufacture a superlative grade of PLYMOUTH MAGNESIUM STEARATE

M. W. PARSONS

59 BEEKMAN STREET
NEW YORK, N. Y., U. S. A

Imports
and PLYMOUTH ORGANIC LABORATORIES, Inc.

Telephone BEEKMAN 3-3162—3163—3164
Cable Address. PARSONOILS, NEW YORK

A complete line of Cosmetic Raw Materials

The following trade-marks were recently published in the Official Gazette of the U. S. Patent Office and are the complete listings through the end of April.

T-X—VI—CT—559,260
L. Tuholske, DBA TX Co., Akron, O.
Ser. June 15, 1948 D. U. Aug. 1, 1946

Veiled Silk—VI—C—554,644
Elizabeth Arden Sales Corp., N. Y., N. Y.
Ser. April 15, 1948 D. U. Feb. 2, 1948

Venetian Dandro — VI — H — 559,093 (and des)
Elizabeth Arden Sales Corp., N. Y., N. Y.
Ser. June 12, 1948 D. U. Jan. 2, 1916

Violet Bath—VI—B—545,955
Otis Clapp & Son, Inc., Boston, Mass.
Ser. Jan. 2, 1948 D. U. Jan. 1, 1916

Vivid—VI—C—534,865
Avon Products, Inc., N. Y., N. Y.
Ser. Sept. 18, 1947 D. U. October 1935

Void—VI—D—563,887
Weeks & Leo Co., Inc., Des Moines, Iowa
Ser. Aug. 20, 1948 D. U. May 1946

White Freezia—VI—B—563,896
Henri Bendel, Inc., N. Y., N. Y.
Ser. Aug. 24, 1948 D. U. March 1, 1940

White Garden—VI—B—539,639
M. R. Bocher, DBA Mainbocher, N. Y., N. Y.
Ser. Oct. 31, 1947 D. U. Oct. 16, 1947

White Mask—VI—BC—522,588
Leonid deLescinskis, N. Y., N. Y.
Ser. May 17, 1947 D. U. Dec. 16, 1946

Woodbury—IV—A—549,204
John H. Woodbury, Inc., Cinn. Ohio
Ser. Feb. 9, 1948 D. U. Jan. 1, 1891

Wuz-Blak—IV—A—537,962
Aurora Products Corp., Cleveland, O.
Ser. Oct. 16, 1947 D. U. Dec. 6, 1944

Zeroderma—VI—T—554,364
Casey-Aikens Pharmaceuticals, Kansas City, Mo.
Ser. April 12, 1948 D. U. Feb. 24, 1948

The following Trade-Marks were recently published in the Official Gazette of the United States Patent Office.

Actif—VI—BC—558,406
Mira Yound, Inc., N. Y., N. Y.
Ser. June 3, 1948 D. U. Apr. 12, 1948

Agnel—VI—BC—556,023
Parfumerie Agnel, S.A.R.L. Paris, France
Ser. May 1, 1948 D. U. Feb. 11, 1936

Annecy—VI—BC—478,426 (And Des.)
Labs. Annecy, S. A., Buenos Aires, Argentia
Ser. Jan. 9, 1945 D. U. Oct. 30, 1943

Baby Sweet—VI—B—521,725
Joseph W. Simoneau, Nashua, N. H.
Ser. Oct. 11, 1948 D. U. Apr. 2, 1947

Barry—IV—A—547,008
Lanman & Kemp-Barclay & Co., Inc., N. Y., N. Y.
Ser. Jan. 14, 1946 D. U. May 10, 1922

Bestway—VI—G—518,179
H. H. Tanner DBA Bestway Co., St. Paul, Minn.
Ser. Feb. 26, 1947 D. U. Apr. 16, 1944

Brenny—VI—B—515,816
J. Brach & Cie, Societe d'Exploitation Des Produits Botot, Paris, France
Ser. Jan. 16, 1947 D. U. Dec. 6, 1929

Cheeks—VI—C—563,981
Pond's Extract Co., N. Y., N. Y.
Ser. Mar. 19, 1948 D. U. Nov. 25, 1941

Clean Tim—IV—A—542,535
Clean Tim, Ltd., Toronto, Canada
Ser. Nov. 28, 1947

Cottan—VI—B—521,478 (And Des.)
S.A.R.L. Cottan Parfumeur, Asnieres, France
Ser. Apr. 28, 1947 D. U. July 21, 1922

De-Kar-M o n e—VI—C—552,754 (And Des.)
DeKama, Inc., Los Angeles, Calif.
Ser. Mar. 23, 1948 D. U. Since 1929

Deod-O-Matic—VI—D—559,178
The Puro Co., Inc., St. Louis, Mo.
Ser. June 14, 1948 D. U. June 4, 1948

Distraction—VI—CH—565,044
Consolidated Cosmetics, Chicago, Ill.
Ser. Sept. 13, 1948 D. U. Sept. 1, 1948

Domeboro—VI—C—564,320
Dome Chemicals, Inc., N. Y., N. Y.
Ser. Aug. 28, 1948 D. U. Apr. 1, 1940

Eau de Cologne Soir de Paris—VI—B—566,494 (And Des.)
Bourjois, Inc., N. Y., N. Y.
Ser. Oct. 6, 1949 D. U. Since 1929

Elizabeth Arden Milky Liquid Cleanser—VI—C—524,529
Elizabeth Arden Sales Corp., N. Y., N. Y.
Ser. June 20, 1947 D. U. Feb. 18, 1946

Esprit Du Roi—VI—BH—555,644
A/S M. Aarsleff & Co., Copenhagen, Denmark
Ser. Apr. 27, 1948 D. U. Mar. 13, 1948

Est-Elle Bonne?—VI—C—537,270 (And Des.)
M. L. Yauman DBA The E. & B. Products Co., Youngstown, Ohio
Ser. Oct. 8, 1947 D. U. July 15, 1947

Estolin—VI—C—540,217
J. Strickland & Co., Memphis, Tenn.
Ser. Nov. 5, 1947 D. U. Aug. 22, 1947

Ficon—IV—A—557,839
Fischer Industries, Inc., Cinn., Ohio
Ser. May 26, 1948 D. U. Feb. 11, 1948

Florida Water—VI—C—573,954
Lanman & Kemp-Barclay & Co., Inc., N. Y., N. Y.
Ser. Feb. 16, 1949 D. U. Since 1830

Flotilla—IV—A—540,145
Armour & Company, Chicago, Ill.
Ser. Nov. 5, 1947 D. U. Since 1903

Gay Blade—IV—I—555,182
Larkin Co., Inc., Buffalo, N. Y.
Ser. Apr. 21, 1948 D. U. Apr. 2, 1948

Gilot—IV—A—508,237
Parfumerie & Savonnerie Gilot, Societe Anonyme, Paris, France
Ser. Aug. 29, 1946 D. U. June 11, 1943

Golden Splash—VI—B—559,893
Harriet Hubbard Ayer, Inc., N. Y., N. Y.
Ser. June 22, 1948 D. U. Feb. 25, 1948

Goldstick—VI—C—516,310
Revlon Products Corp., N. Y., N. Y.
Ser. Jan. 24, 1947 D. U. Jan. 24, 1946

H. G. Vegetable—IV—A—548,456
Armour & Company, Chicago, Ill.
Ser. Jan. 31, 1948 D. U. Apr. 12, 1933

Imperial Lilac—IV—A—552,121
Colgate-Palmolive-Peet Co., Jersey City, N. J.
Ser. Mar. 17, 1948 D. U. Jan. 31, 1910

June Geranium—IV—A—559,413 (And Des.)
Elizabeth Arden Sales Corp., N. Y., N. Y.
Ser. Feb. 27, 1948 D. U. January 1917

Lanocake—VI—C—558,274
Botany Mills, Inc., Passaic, N. J.
Ser. June 2, 1948 D. U. May 24, 1948

Linda Lee—IV—A—537,352
Pitkin, Inc., Newark, N. J.
Ser. Oct. 9, 1947 D. U. November 1933

Lips—VI—C—563,980
Pond's Extract Co., N. Y., N. Y.
Ser. Mar. 19, 1948 D. U. July 29, 1940

Marie Barker—VI—BCD—553,257
Marie Barker Co., St. Louis, Mo.
Ser. Mar. 29, 1948 D. U. Nov. 14, 1932

Melody in Water—VI—A—567,150
Pine-O-Pine Co., of Texas, Houston, Tex.
Ser. Oct. 18, 1948 D. U. Aug. 1, 1948

Mrs. Foamy—IV—A—565,005
R. B. Parker DBA Parker Products, Waterbury, Conn.
Ser. Sept. 11, 1948 D. U. Aug. 14, 1947

Neoplasma—VI—C—519,153
H. J. Fischer DBA Le Maire, Oak Park, Ill.
Ser. Mar. 17, 1947 D. U. Apr. 5, 1924

Olex—IV—A—548,462
Armour & Company, Chicago, Ill.
Ser. Jan. 31, 1948 D. U. Feb. 27, 1931

Pall Mall—IV—A—547,346
The Hewitt Soap Co., Inc., Dayton, Ohio
Ser. Jan. 17, 1948 D. U. Aug. 25, 1917

Pumex—IV—A—548,464
Armour & Company, Chicago, Ill.
Ser. Jan. 31, 1948 D. U. Since 1920

Red Carpet—VI—B—559,895
Harriet Hubbard Ayer, Inc., N. Y., N. Y.
Ser. June 22, 1948 D. U. Feb. 25,1948

Renaissance—VI—BCH—503,583
F. M. Meyer DBA Renaissance Toiletries, Cleveland, O.
Ser. June 10, 1946 D. U. Sept. 12, 1932

Renaud-Paris—1817—VI—C—523,807
Societe Anonyme Renaud Paris 1817, Montreuil, France
Ser. June 7, 1947 D. U. July 9, 1942

Revlon Lastron—VI—CE—544,197
Revlon Products Corp., N. Y., N. Y.
Ser. Dec. 12, 1947 D. U. Oct. 30, 1946

Sand Paper—VI—B—559,896
Harriet Hubbard Ayer, Inc., N. Y., N. Y.
Ser. June 22, 1948 D. U. Feb. 25, 1948

Shanghai—VI—BC—558,567
Lentheric Inc., N. Y., N. Y.
Ser. June 5, 1948 D. U. Since 1930

Soir de Paris—Evening in Paris—VI—B—566,493 (And Des.)
Bourjois, Inc., N. Y., N. Y.
Ser. Oct. 6, 1948 D. U. Since 1929

The Golden Chips with the Clean Naptha Odor—IV—A—544,562
Fels & Co., Phila., Pa.
Ser. Sept. 29, 1948 D. U. October 1935

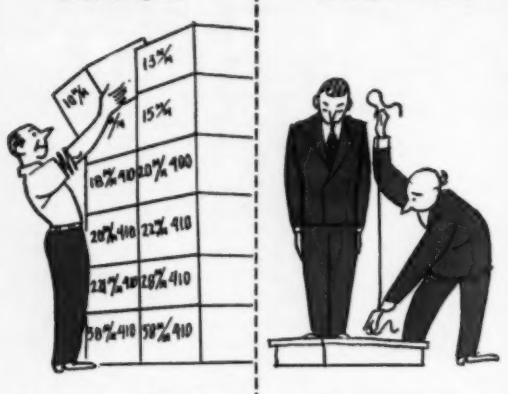
Tru-Glo—VI—C—559,770
House of Westmore, Inc., N. Y., N. Y.
Ser. Mar. 20, 1948 D. U. Mar. 10, 1948

24-S—IV—K—545,923
E. C. West DBA Dr. West Co., Mora, Minn.
Ser. Dec. 31, 1947 D. U. Oct. 15, 1947

Vegokleen—VI—A—511,350
Nopco Chemical Co., Harrison, N. J.
Ser. Oct. 23, 1946 D. U. Sept. 4, 1946

MOLDED CLOSURES
by Terkelsen

STOCK | **CUSTOM**



Stock sizes 10 m/m to 58 m/m in phenolics or striking urea colors

We specialize in private mold designs

***Terkelsen* MACHINE COMPANY**
324 A STREET, BOSTON 10, MASS.
Jesselson Sales Co., Inc.
347 Fifth Ave., New York 15
J. Rabinowitz & Sons, Inc.
2 Hanson Place, Brooklyn 17

QUALITY RAW MATERIALS

Our complete stocks guarantee that you can obtain the exact grade and quality for your requirements without delay.

BEESWAX, sunbleached and yellow Refined U.S.P.

TRAGACANTH GUM, all grades

KARAYA GUM, all grades

STEARIC ACID, fancy triple pressed

QUINCE SEED, Persian, recleaned

also

SPERMACETI WAX CERESIN WAX
MENTHOL

and all other cosmetic raw materials. Samples on request

Write for latest stock list

WALTER H. JELLY & CO.
INCORPORATED
412 N. Western Avenue Chicago, Illinois

A Laboratory View of Control Systems

(Continued from page 151)

The sampling of finished products may be made by the foreman of the particular department where the product is being compounded, or may be taken by a specially trained sampler. The responsibility for quality lies however, with the Production Department, while the responsibility for the determination of the quality of that preparation with the control laboratory. The retention of the various samples varies quite widely from plant to plant. In general however, to keep samples of all incoming raw materials would represent perhaps an unnecessary expense and require a prohibitive storage area. On the other hand it is very desirable to hold samples of finished products. In drug work we have found five years a minimum time for retaining such samples. This permits sufficient time for the sale and consumption of the product in question. A proper storage area must be provided for such production samples being retained. Here, as in the case of the stock room, conditions must be such that no adverse action can affect the samples. The area must be of proper temperature and it should be fairly dark or at least protected from direct sunlight. The containers used for such storage should be as similar to those actually used for the product as possible.

A Workable Method

Perhaps one of the most critical points in any control system is the ability to identify at any given point all raw materials used and to have a continuous record throughout the manufacturing and packaging operations. A method which has worked for a number of years can be used as an example.

1. All materials used are given specification numbers, which serve to identify an ingredient along with the name. In addition, if two forms of the same ingredient are used, for example, powdered and granular, each form will have a different specification number to identify it in all places where it is used. These numbers are permanent and are not transferable. If a material is discontinued, its number is classed as "dead" and is not assigned to another "live" material. A "dead" number can come to life again and easily be reinstated to the "live" file, if this material is again procured.
2. Each shipment as recieved is assigned a receiving number, which serves to identify the shipment of a chemical of a certain specification number. These numbers change and are issued consecutively. In this way the e may be hundreds of receiving numbers under one specification number. The receiving number is made a part of the laboratory control record and of all manufacturing records wherein any portion of that shipment is used.
3. As a part of the laboratory control system and along with the receiving number, there should be made a record of supplier's control, batch, or lot

(Continued on page 210)

GERARD J. DANCO, INC.

5 EAST 19th STREET • NEW YORK 3, N. Y.

Telephone: ORegon 3-6790 Cable Address: CODAN, N. Y.

ORIGINATORS OF NEW PERFUME TONES

Laboratories in New York, N. Y. and Grasse, France

FINE ESSENTIAL AND FLORAL OILS
AROMATIC CHEMICALS
MUSK • CIVET • AMBERGRIS

Exclusive Agents in the United States, Canada and Mexico for:
CAMILLI, ALBERT & LALOUE, S. A., GRASSE, FRANCE
ETABLISSEMENTS VICTOR HASSLAUER, S. A., PARIS FRANCE

CODAN

Sales Offices in New York, N. Y.—Montreal, Canada—Paris, France

Announcing your **NEW** VEEGUM *Booklet*

(Just off the press.)

42 pages, illustrated, complete and newly revised data on this highly purified, inorganic, all-purpose suspending agent and emulsifier. 59 tested formulas with complete instructions and exact quantities of ingredients for preparing cosmetic, household, and agricultural products from foundation creams and deodorants to automobile polish and glass cleaner.

Detailed review, including graphs, of such physical and chemical properties of Veegum as:

Stability, Thixotropy, Factors Affecting Viscosity, Organic Solvent Compatibility, Lack of Toxicity, and Film Forming Characteristics.

Contains a bibliography of other available literature and is cross-indexed for reference.

Just write to us on your company stationery
SPECIALTIES DEPARTMENT
R. T. VANDERBILT COMPANY
230 Park Ave. New York 17, N. Y.

Compounder's Corner

Comparison of Hydrophilic Laxatives

In the report by R. H. Blythe, J. J. Gulesich and H. L. Tuthill (*J. A. M. A.*, Scient. Ed. 38:59, 1949) it is observed that the natural gums have recognized faults when used as bulk laxatives. Clinically, they may cause antigenic reactions and lead to obstructions or a feeling of flatulence. Pharmaceutically, different batches show variation in gel strength and cleanliness. It was evident that a synthetic hydrophilic substance would eliminate the pharmaceutical variables and might be superior clinically. The cellulose derivatives, methylcellulose (MC) and sodium carboxymethylcellulose (CMC), are strongly hydrophilic, resistant to digestion and nontoxic. To make an evaluation of the various laxatives, commercial preparations of karaya and psyllium and the synthetic agents methylcellulose (MC) and sodium carboxymethylcellulose (CMC) were compared by means of new and improved *in vitro* tests especially designed for use with hydrophylic laxatives. These tests measure swelling and water retention in media reasonably similar to those of the stomach and intestinal tract. *In vivo* conditions are further simulated by a novel use of polyethylene glycol as an osmotic agent.

One significant difference between the two synthetics was observed: When agitated in simulated gastric juice, MC goes into solution slowly but CMC remains essentially insoluble. It was also observed that the physicochemical properties of the cellulose derivatives give them two advantages over the natural gums: greater hydrophilic capacity and the formation of viscous, homogeneous solutions. The former makes a more efficient bulk laxative. The latter permits uniform distribution through the intestinal contents and should eliminate any tendency to produce intestinal blockage. Because of the general superiority of the synthetic substances over the natural products and specifically because CMC is insoluble in simulated gastric juice, these workers concluded that for use as a bulk laxative CMC is the most promising substance of all those tested.

Shielding Material in X-Ray Therapy

When small areas of the skin are treated with intensive doses of roentgen rays, the protection of the remaining areas has to be very accurate. The conventional means for shielding the skin from X-rays is lead foil or rubberized lead sheet. Since these are stiff materials, they have a number of definite disadvantages. To overcome these disadvantages, R. Kaldeck (*Arch. Dermat. & Syphil.* 59:665, 1949) developed the following lead-containing clay:

Fine lead powder	77 per cent
Petrolatum U.S.P.	9 " "
Plastic clay (as used in toy sets)	5 " "
Talcum powder	9 " "

The mass is lead gray, nonsticky, slightly harder than soft putty, easily molded at room temperature, nonelastic and nonresilient. With the use of a round pencil as a rolling pin, any thickness can be produced easily. Then an opening the approximate shape of the area to be treated is cut out with a pocket knife. After application of the clay to the skin the opening is checked and desired changes are made by slight pressure with the fingers or any instrument at hand. When a treatment cone with a large opening is used, lead foil or rubber with an opening larger than that desired can be employed and clay can be used to narrow the opening to the desired form. Tests have shown that a 1/16 inch (1.5mm.) thickness of this clay has a protective power equal to that of the same thickness of lead foil or rubberized lead. However, to permit easier handling, a 3/16 inch (4.5 mm.). Thickness of the clay is recommended. This also affords an added increase in safety.

Products for Treating Dermatoses

In his discussion on the management of common occupational skin diseases, N. P. Anderson (*J. A. M. A.* 139:912, 1949) stresses the fact that most cases of industrial or occupational dermatitis are over-treated. He advises that in acute dermatoses, regardless of the cause, it is best to confine local topical remedies to those which are soothing or at least innocuous. In general, these remedies are used in the form of solutions rather than as salves or ointments. In fact, on a violently red, moist, weeping, oozing skin, nothing else should be used. Anderson mentions the following solutions as representative examples of preparations suitable for use as wet dressings:

a. Aluminum acetate solution (Burrow's solution) diluted with 12 to 16 parts of water

b. Plain milk (cold) 4 parts, lime water 1 part

c. Boric acid, 2 to 4 per cent (warning: take care, do not use over extensive areas either in solution or ointment form)

d. Magnesium sulfate (saturated)

e. Sodium chloride solution, 0.9 per cent

f. Starch solutions (boiled)

g. Weak sodium bicarbonate solutions

In general wet dressings should not be used on over one third of the body surface. They should be changed frequently, i.e., every two to three hours, so that the strength of the solution is not increased by evaporation. The use of an impermeable covering, such as wax paper or oiled silk, is optional.

In subacute and chronic stages, when there is dryness, scaling, thickening and fissuring, various ointments and oily preparations are indicated. These include such preparations as "1-2-3" ointment modified as follows:

Aluminum Acetate Solution	
N. F.	5.0
Wool fat	20.0
Lassar's Paste	30.0
Distilled water	5.0

For extensive areas and in warm weather oily shake lotions are to be preferred. One preparation of this kind, known as Ormsby's bismuth cream lotion, is applied locally several times daily. It consists of:

Bismuth subnitrate	4.0
Zinc oxide	8.0
Olive oil and lime water— equal parts to make	240.0

Another similarly useful preparation for application several times daily is Rosen's emulsion burrowi, which is made as follows:

Wool fat, anhydrous	**30.0**
Olive oil (pure)	**120.0**
Heat in mortar and mix well	
Add zinc oxide	**30.0**
Talc	**30.0**
and mix well	
Add aluminum acetate solution (1, 2 or 3%)	**3.0 to 9.0**
and mix well	
Add lime water (fresh) to make	**300.0**

For the treatment of secondary infections, Anderson suggests that Alibour water may be used as continuous wet compresses. This is very useful, effective and practically without any danger of causing a sensitization dermatitis.

Copper sulfate	**1.6**
Zinc sulfate	**5.6**
Saturated camphor water to make	**240.0**

Dilute two tablespoonfuls to a glass of tap water and apply as a continuous moist dressing. This preparation may be used anywhere on the body, including the eyelids and genitalia. The mild green discoloration which is deposited on the skin is a valuable index or guide as to whether the patient is actually using the solution.

Another useful wet dressing in treating secondary pyogenic infections is 0.25 to 0.5 per cent aqueous solution of silver nitrate. The black stains which result are somewhat disfiguring, although only temporary, but do make one hesitate to use this preparation on exposed surfaces. The staining qualities of potassium permanganate in 1:5,000 or 1:10,000 aqueous solution are such that many dermatologists do not use this otherwise valuable remedy. Anderson also notes the usefulness of preparations containing the antibiotics, tyrothricin and bacitracin.

Cream Mascara

In a note on the production of a cream mascara appearing in the *Manufacturing Chemist and Manufacturing Perfumer* (20:290, 1949), it is stated that the ingredients of a product which does not dry in the tube and which stays well on the eye-lashes are: 350 parts each of mucilage of quince seed and sugar syrup, 75 parts gum Arabic, and 225 parts ivory black. These latter two are ground up with the syrup (3 parts sugar to 2 parts water) and then the mucilage, containing a preservative such as methyl *p*-hydroxybenzoate, is added.

Alginate Preparations

A number of interesting preparations are described by R. E. M. Davies (*Soap, Perf. & Cosmetics* 22:365, 1949) in his discussion of the use of the alginates in the formulation of dermatologic and cosmetic bases. For example, a very pale, fat-face emollient jelly which under goes no change on prolonged standing at room temperature is made from:

Sodium alginate	**1.00 parts**
Calcuim alginate	**0.50 part**
"Carbowax" 1500	**10.00 parts**
Methyl *p*-hydroxybenzoate	**0.15 part**
Distilled water, to make	**100.00 parts**

A slurry of the calcuim alginate is added to the previously prepared solution of sodium alginate. Stir briskly until the mixture begins to thicken. The Carbowax may then be conveniently added in the form of a concentrated solution. Continue to stir until the mucilage is sufficiently thick to prevent the deposition of unchanged calcium alginate, pack into the final container and allow to gel.

A useful detergent jelly may be prepared from:

Calcium alginate	**2.00 parts**
Sodium citrate	**1.00 part**
Technical triethanolamine lauryl sulphate	**10.00 parts**
Glycerine	**5.00 "**
Methyl p-hydroxybenzoate	**0.15 part**
Perfume, coloring	**sufficient**
Distilled water, to make	**100.00 parts**

The ingredients are mixed in the usual manner, brisk stirring being continued until the mass begins to thicken, when the preparation should immediately be packed.

Davies points out that a most interesting and unusual preparation may be obtained by including in the basic formula for a jelly, a small quantity of oil and emulsifying wax. A stable product having the appearance of a cream and the texture of a jelly is yielded by the following formula:

Sodium alginate	**1.00 parts**
Calcium citrate	**0.20 part**
Liquid paraffin	**3.00 parts**
Lanette Wax SX	**3.00 "**
Glycerine	**10.00 "**
Methyl p-hydroxybenzoate	**0.15 part**
Perfume	**sufficient**
Distilled water, to make	**100.00 parts**

The wax and oil are heated on a water bath until fluid and then added, with constant stirring, to a solution of the sodium alginate in 50 parts of hot water (65° C.), and containing the glycerine. Emulsify and homogenize. Finely powder the calcium citrate, slurry with the remainder of the water, add to the mixture, stirring briskly to ensure even distribution of the citrate, pack and allow to set. On application the cream rubs in easily to leave a soft effect.

Although alginate-based hand jellies are frequently cited, Davies feels justified in mentioning that a jelly based on the ratio of 1 per cent sodium alginate to 0.075 per cent calcium citrate, containing 30 per cent of glycerine perfumed with rose water and suitably tinted, is an admirable preparation in all respects. The calcium citrate, triturated with the glycerine, may be conveniently added in the form of a suspension.

The value of alginate films as protective coverings for the skin has become well recognized. Illustrative is the following barrier paste developed by Davies:

Liquid paraffin	**10.00 parts**
Glycerine	**20.00 "**
Bentonite	**20.00 "**
Triethanolamine alginate (12½ per cent solution)	**30.00 "**
Formalin	**1.50 "**
Methyl p-hydroxybenzoate	**0.15 part**
Rose water, to make	**100.00 parts**

Triturate the bentonite with the glycerine and continue mixing while gradually adding the formalin diluted with the rose water. When a uniform paste is obtained incorporate the triethanolamine alginate. Finally, add the liquid paraffin and emulsify.

The product is a smooth paste, having a texture similar to that usually associated with wool fat bases. The slate-grey color of the preparation, if considered undesirable, may be masked by the addition of suitable coloring matter. Such an addition is not a necessity, however, since the flexible skin formed an evaporation of the water is not visible to the naked eye. By adjusting the water content the consistency of the preparation may be varied at will.

Quality

SHELLAC

BONE DRY BLEACHED

#65 REFINED EXTRA WHITE

#67 SEMI-REFINED

Particularly recommended in aqueous solution — because

- LOWER ACID NO.
- REQUIRING LESS ALKALI
- GIVING HIGHER LUSTRE
- GREATER DURABILITY
- GREATER FLEXIBILITY
- MORE WATER RESISTANCE

ORANGE SHELLACS — ALL GRADES

Agents in Principal Cities

South Braintree, Mass.—M. F. Robie & Sons
Kenmore, N. Y.—James O. Meyers Co.
Burbank, Calif.—H. C. Ross
Philadelphia 3, Pa.—A. C. Hurlbrink
Chicago, Ill.—Harry Holland & Son, Inc.
Cleveland, Ohio—J. H. Hinz Company
St. Louis, Mo.—C. J. P. Erickson
San Francisco, Calif.—E. M. Walls
Danbury, Conn.—J. E. Pike
Canada—H. J. McAdie Co., Ltd., Montreal and Toronto

Samples and Formulations will be furnished on request.

THE MANTROSE CORPORATION

Importers — Bleachers — Manufacturers

136-146 FORTY-FIRST STREET
BROOKLYN 32, N. Y.

BENJ. FRENCH, INC.

ESSENTIAL OILS -- AROMATIC CHEMICALS

DESCOLLONGES PRODUCTS

MUGUET FLEURS A

The perfect synthesis of the exquisite Lily-of-the-Valley perfume has been accomplished in our essence Muguet Fleurs A.

LILAC FLEURS B

A fine reproduction of the perfume of the fresh Lilac Blossom at a very reasonable cost.

160 Fifth Avenue ***New York 10, New York***

READERS' QUESTIONS

HAIR STRAIGHTENER: We would appreciate a formula for a hair straightener for negro men's hair, which does not require the use of hydroxide (lye). We want to make a safe preparation and we would appreciate your help. Hollywood.

I think the following wiill serve your purpose:

Petrolatum	**90 lbs.**
Rosin (W. G. grade)	**10 lbs.**
Perfume	**2 lbs.**

Melt the rosin with the petrolatum at 135°F. Stir well. Cool slightly. Add the perfume, mix and fill 5°F. above the congealing point.

HAIR CONDITIONER: Could you suggest a formula for so-called hair conditions? I would like a product that can be applied daily, help to keep the hair in place, help to restore brilliance and luster. I know that there are several products on the market which are white and flow from a bottle. Any information will be greatly appreciated. New York City.

Something along the following lines will give you a pleasing white emulsion that pours nicely, yet possesses sufficient body for proper application.

A

Petrolatum	**6.0 per cent**
Mineral oil 65/75	**37.5 " "**
Lanolin (anhyd.)	**3.0 " "**
Beeswax, white	**12.0 " "**
Sorbitan sesquinoleate (Arlacel 83)	**3.0 " "**
Sorbitan monolaurate (Arlacel 20)	**1.0 " "**
Polyoxyethylene sorbitan monolaurate (Tween 20)	**2.0 " "**

B

Borax	**0.5 per cent**
Water	**35.0 " "**
Preservative	**Sufficient**

C

Perfume	**Sufficient**

Heat (A) to 70°C., and (B) to 75°C. Add (B) to (A) slowly with agitation. Perfume at 45°C., and stir until cold.

LIQUID CREAM: We need a formula for a liquid all purpose cream, the consistency approximately that of a fairly heavy bodied hand lotion, the cream to have a vanishing effect, and to be suitable as a powder base. Brooklyn.

I think that perhaps something along the following lines may serve your purpose:

Stearic acid	**3.00**
Cetyl alcohol	**1.00**
Glycerine	**5.25**
Triethanolamine	**0.75**
Borax	**0.50**
Water	**89.00**
Perfume	**0.50**

Melt the stearic acid and cetyl alcohol. Put the triethanolamine, borax and glycerine into the water and bring to the boiling point. Then add with vigorous stirring the melted fats. Continue the stirring until the temperature has dropped to about 50°C. and then add the perfume.

DENTURE CLEANER: Can you furnish me with a formula for compounding a powder for the purpose of using as a cleansing agent for dental plates, something that will act quickly, yet be safe to use ? Kansas City.

The following, recommended in the publication of the American Dental Association, may suit your purposes:

Trisodium phosphate	**120.00 Gm.**
Oil of Cinnamon	**0.30 cc.**
Amaranth solution	**2.00 cc.**

Dissolve scant ¼ teaspoonful in half glass of water and use with brush. Note: Cellulose acetate type denture is decomposed by alkaline substances. Phenol formaldehyde and acrylic types withstand most chemical agents.

HAND LOTION: I am very anxious to acquire a formula for a hand lotion, one that is quite thick and will not leave the hands sticky or oily. I would like the procedure for the compounding of the hand lotion written out in detail because I am not a chemist. Los Angeles.

A preparation of this sort can be made along the following lines:

Stearic acid	**3.15**
Glycerine	**6.00**
Potassium hydroxide	**0.15**
Water	**79.30**
Alcohol	**8.50**
Perfume	**0.50**
Quince seed	**2.25**
Preservative	**0.15**

Dissolve the potassium hydroxide in one-third of the water and add the glycerine. Bring the rest of the water to a temperature of 80°C.; add the quince seed and soak for six hours and strain through muslin. Melt the stearic acid, dissolve the perfume in the alcohol; add to the hot potassium hydroxide solution the melted stearic acid and boil for a minute. Allow the temperature to drop to about 70°C. and then stir it into the quince seed mucilage. Stir occasionally until cool, then slowly add the alcohol, preservative and perfume. Note: a clearer mucilage is obtained if it is made cold by soaking the seeds or the gum, as the case may be, overnight. In this case the preservative should be dissolved in the water first.

Advancing Therapy

Status of Antimalarial Drugs

In a summary appearing in *Public Health Reports* (64:717, 1949) W. C. Cooper states that at least a dozen chemical compounds, commercially obtainable or under large-scale investigative use, are currently being recommended for the management of malaria. All of these, except quinacrine, pamaquine and the cinchona alkaloids, have been introduced during the past 5 to 10 years. Most of the newer compounds have not been studied under sufficiently varied conditions to warrant final conclusions as to their relative merits, but several of them appear to be superior to either quinacrine or quinine. The data at hand permit the following conclusions:

1. *Treatment of acute attacks of malaria.* Quinine, quinacrine, chloroquine (and analogous 4-aminoquinolines) and chlorguanide, when given in adequate dosage, will nearly always stop acute attacks of malaria. Choice of drug, therefore, depends upon such factors as rapidity of effect, incidence of side-actions, length of treatment period, incidence of falciparum relapses, latent periods before vivax relapses, natural or acquired strain-resistance, and the cost and availability of drug. Chloroquine is superior in most of these respects and is currently regarded as the drug of choice for routine therapy.

2. *Suppression of malaria.* The aforementioned drugs, when given in properly spaced doses, will usually keep malaria latent under conditions of exposure in the field or following therapy of an acute attack. Choice of drug depends upon the incidence of breakthroughs and of undesirable side-actions, the required frequency of dosage, and the persistence of protection if doses are missed, as well as upon cost and availability. Chloroquine in weekly dosage has proved to be a satisfactory suppressant, but further comparative trials are needed to determine the relative merits of chloroquine, chlorguanide, and the less well known 4-aminoquinolines.

3. *Cure of vivax malaria.* In relapsing vivax malaria, concurrent treatment with quinine and an 8-aminoquinoline, such as pamaquine, pentaquine, or isopentaquine, offers the bet chance of radical cure. Pentaquine and isopentaquine afford greater margins of safety between effective and toxic dosages.

Penicillin Deactivation by Rubber

Following reports that aqueous solutions of penicillin can lose up to 50 per cent of their antibiotic activity by passage through the rubber tube of a continuous-drip apparatus. Bellamy and Watt (*Nature* 1:940, 1948) have conducted an investigation into the nature of the substances causing inactivation. The "accelerators" used in the preparation of rubber were suspected as playing a major part and observations showed that activity towards penicillin was formed when the accelerators had been compounded with the other ingredients of the rubber. Tetramethylthiuram disulphide, a rubber "accelerator," was found to be highly active towards penicillin after being heated to vulcanizing temperature for ten minutes, although it had been inactive before.

Radioactive Phosphorus in Leukemia

A more comprehensive understanding of the value of radioactive phosphorus or P^{32} is evident in the report of J. H. Lawrence, B. V. A Low Beer and J. W. J. Carpenter (*J. A M. A.* 140:585, 1949). This report covers a study of 100 cases of chronic lymphatic leukemia treated with P^{32} alone or in conjunction with roentgen rays. Comfortable life appears to have been prolonged as compared with the average life span after other methods of treatment. At the time of writing, 33 per cent of the group had lived five or more years after onset and 10 per cent eight or more years; these figures will be extended with the passage of time, since 24 of the patients are still living. When compared with five year end results in other types of neoplastic disease, such as carcinoma of the breast, prostate, lung, stomach and esophagus, these results are relatively good and do not encourage the prevalent hopeless attitude taken by many doctors confronted with the problem of treating chronic leukemia. This attitude is undesirable, since, when patients are first seen, one cannot rule out the possibility of long and comfortable life. This method of treatment is advantageous in its convenience for both patient and physician and in the lack of radiation sickness.

Antihistaminic Treatment of Bee Stings

Until recently the immediate symptomatic treatment of a bee sting was directed toward the local application of any alkali, such as a weak solution of household ammonia or washing soda. Mud packs are still frequently used, the rationale being obscure. The severer symptoms may be counteracted sometimes by injections of caffeine, epinephrine or nikethamide.

Because of the probable presence of histamine in bee venom and because of the close resemblance of the symptoms to those induced by histamine, W. T. Strauss (*J. A. M. A.* 140:603-1949) tested the effectiveness of the antihistaminic drug, "Thephorin" (2, methyl-9-phenyl-2, 3, 4, 9-tetrahydro-1-pyridindene hydrogen tartrate). This drug was employed in the form of a 5 per cent ointment. In each of the 8 cases (including several of ant bites) the ointment was applied liberally at the site of the sting as soon as the patient came to this worker's attention, usually within a few minutes after the sting occurred. Gentle massage was used to decrease the time of absorption

In every instance the intense pain and stinging sensation was relieved within one or two minutes. One patient stated that the pain seemed to "melt away." The majority of patients did not have any local swelling, a factor which in itself tends to indicate a true antihistaminic action of the drug. No secondary effects, such as nausea, headache and muscle weakness, were observed.

Glycerine Osmotic Drainage

In the *Southern Surgeon* (15:18, 1949), E. D. Smith and R. W. Smith present an evaluation of glycerine osmotherapy after using it in the treatment of peritonitis for over ten years. With localized soiling, as from a gangrenous gallbladder or appendix, a glycerine swabbing of the contaminated area and the insertion of a Kehrer cigarette

drain, the gauze of which has been saturated with glycerine is all that is needed. In diffuse peritonitis, with agglutination of intestinal loops and pocketing of pus, the loops of intestines are gently separated to permit aspiration of pus collections and free laving with glycerine. As much as 8 ounces of autoclaved glycerine U. S. P. is poured over the inflamed intestines and at least one osmotic drain is placed in the crater of the infection. Unlike normal peritoneum, an edematous wound is not irritated by full strength glycerine since fluids extracted from the tissues seem to dilute the glycerine. The Smiths present case reports to illustrate the possibilities of osmotherapy in patients with diffuse peritonitis. They stress that glycerine has several useful properties which make it suitable for intraperitoneal use in the treatment of acute diffuse secondary peritonitis. Glycerine induces drainage from infected tissues. It has antiseptic and bactericidal action on the etiologic bacteria of peritonitis. It tends to restrict the formation of residual adhesions. Glycerine absorbed from the peritoneum has a protein-sparing action, reduces hypoglycemia and prevents formation of acetone bodies.

Undecylenic Acid in Psoriasis

In a second report in the *Journal of the American Medical Association* (140:865, 1949), H. H. Perlman and J. L. Milberg present further evidence of the value of undecylenic acid by mouth in the treatment of psoriasis. Of the 41 psoriatic patients so treated, many were suffering from recalcitrant forms of the disease. No external medication was used. The standard dose eventually adopted, which was also the highest daily dosage attained, was 19.8 Gm. of the acid, in the form of 45 pearls of 0.44 cc. each, i. e., 3 times 15 pearls per day. The ingestion was found free from serious or lasting toxic effects. Mild gastrointestinal disturbances occurred, but only in 1 instance did these interfere with the continuation of the treatment schedule.

Of 40 psoriatic patients with cutaneous lesions, 12 showed unequivocal improvement during treatment, 15 were somewhat improved, 10 evidenced no change and 3 had distinct aggravation of the disease. Seven of 8 patients with psoriatic arthopathy noted relief from pain. It appears possible that the undecylenic acid had favorable influence on the course of some of the cases in the improved group observed. Much further investigation will be needed before definite conclusions can be drawn.

Cod Liver Oil in Sinusitis

Some ten years ago, T. Hunermann (*Acta Oto-Laryng* 36:447, 1948, though *J. A. M. A.* 140:924, 1949) began to employ cod liver oil in the treatment of maxillary sinusitis. The results obtained were so favorable that since then he has used this method routinely for diagnostic and therapeutic purposes. Following puncture of the maxillary sinus, he introduces, without previous irrigation, 2 cc. of cod liver oil. If there is no swelling of the mucosa and no secretion in the cavity, the cod liver oil remains in the cavity, which ordinarily has a capacity of from 3 to 4 cc. If there is swelling or secretion, the cod liver oil will run out. It will displace any serous or purulent secretion that may be present in the sinus. If only the oil without an admixture of secretion runs out, a polypous proliferation of the musocsal lining exists. Thus, instillation of cod liver oil has a diagnostic value in that it reveals contraction of the lumen and presence and nature of the secretion. The chief purpose of instillation of cod liver oil is therapeutic. It replaces the secretion and exerts a favorable effect on the inflammation. In many instances not only was the suppurating maxillary sinusitis favorably influenced by the cod liver oil, but accompanying bronchitis and otitis media were also cured.

Antipeptic and Antacid Therapy

In a review of antipeptic and antacid therapy, N. Mutch (*Lancet* 1:859, 1949) points out that since the cause of hyperichlorhydria remains obscure, reliance must be placed largely on neutralization of the acid. It is considered that a *p*H of 2 to 4 should be aimed at; *p*H 2 is preferred in non-ulcerative dyspepsia and *p*H 4 in the treatment of active ulceration. The following antacids are considered to be within the desirable clinical range: magnesium trisilicate, calcium carbonate, tribasic magnesium phosphate, bismuth oxycarbonate, tribasic calcium phosphate, and hydrated alumina. Caution should be exercised in the use of magnesium oxide, basic magnesium trisilicate and sodium bicarbonate as alkalinizing agents. In considering the antipeptic action of medicinal antacids, Mutch shows that the administration of alkalis will not reduce the acidity continuously below the level of peptic activity; but kaolin and silica gel form pepsin adsorbates with enzymic activity and magnesium trisilicate and silica-phosphate complexes form adsorbates without such activity. He describes the complexes of hydrated silica with tribasic calcium or magnesium phosphate and shows their adsorptive powers on a graph. It is evident that silica in association with the phosphates shows adsorptive powers which are considerably greater than those found in available varieties of free silica. The following compound was used for clinical trial in 10 patients under treatment for chronic peptic ulcer and 13 new cases:

Calcium phosphate	**50 per cent**
Magnesium phosphate	**25 " "**
Silica	**25 " "**

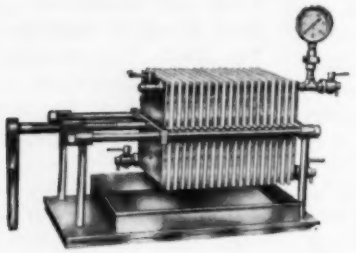
Doses of 120 grains were given every two hours. Clinical results were considered to be excellent.

P. A. S. in T. B.

The results obtained from the use of *para*-aminosalicylic acid, often abbreviated to P. A. S., in the treatment of 37 cases of acute exudative tuberculosis has been reported by M. N. Nagley and M. H. Logg (*Lancet* 1:913, 1949). The compound was given orally in the form of a 20 per cent solution of the sodium salt, as this was found to have less unpleasant side-effects than the crude acid. The dosage employed was 20 to 30 Gm. daily, resulting in blood levels of 11 to 17 mg. per 100 mils. During treatment, reduction of pyrexia occurred in 31 patients; in 35, the sputum was greatly reduced and less purulent; all cases had a reduction in cough. Improvement in general well-being is described as remarkable; sputum remained positive in 30 cases, but of these, the morphological appearance of the bacilli was radically changed in 17. Radiological examination showed a reduction in size of cavities, thought to be due to an effect on the associated endobronchial disease. It was noticeable that clinical improvement occurred long before radiological improvement could be observed. It is considered that the drug is remarkably free from serious toxic effects and that it can be given for many months without serious untoward results. Although gastro-intestinal disturbances occurred in 22 out of 37 cases, temporary withdrawal of the drug was necessary in only two patients; four cases developed haematuria and albuminuria, with a deposit of crystals of *p*-aminosalicylic acid in the urine. In the opinion of Nagley and Logg *p*-aminosalicylic acid is a valuable auxiliary measure in the treatment of acute pulmonary tuberculosis; it is important that it makes many cases fit for collapse therapy.

SANITYPE
(Stainless Steel)

PRESSURE STERILIZING FILTERS
FOR
BACTERIOLOGICAL, BIOLOGICAL, PHARMACEUTICAL CHEMICAL AND FOOD FILTRATION



A *new* and *improved* stainless steel unit for the clarification, polishing and sterilization of all types of pharmaceutical solutions and medicinal preparations, including serums, plasma, vaccines, antibiotics, vitamin, saline and glucose solutions.

All internal surfaces coming in contact with liquid are smooth and highly polished, as well as all external surfaces. Write for latest illustrated literature which gives complete details.

F. R. HORMANN & CO., INC.
17 Stone Street, Newark 4, N. J. • Plant: Glen Cove, Long Island
NORTHERN GLASS COMPANY, 118 Sacramento Street, San Francisco, Cal.

TRADE-MARK RECORD

for Perfumes, Toilet Preparations, Soaps

Covering All Trade-Marks in Class IV and VI

Soap Preparations	Permanent Wave Supplies
Perfumes	Hair Preparations
Cosmetics	Mens Toilet Preparations
Depilatories	Tooth and Mouth Preparations
Manicure Preparations	Miscellaneous
Foot Preparations	

Over 35,000 trade-marks for quick reference and checking.

768 Pages. **Price $25**

DRUG & COSMETIC INDUSTRY
101 W. 31st St. **New York 1, N. Y.**

A Laboratory View of Control Systems

(Continued from page 202)

numbers as they are recorded on the shipping containers.

4. Each batch of a product as manufactured, is given a batch or lot number. This serves to identify the batch and is made a part of the control laboratory record as well as appearing on packaging orders. The finished manufacturing card is made a part of the permanent record file.
5. Finally, in packaging, each unit processed contains a control number which appears on the packaging order. Each lot or batch has its own control number. Again, the packaging order with batch and control number is made a part of the permanent file. The packaging order will also show the date of package and number of units produced.

Careful examination of the above will show that it is easy to derive from a control number the lot, the date packaged, the number of units finished, the identity of each ingredient, and finally from laboratory records the history of each of the ingredients and from the control file a sample from that particular lot. In this way, we have a complete record on all production.

As was mentioned, control must function in all phases of production. It is therefore necessary to check actual production yields. For instance if 1000 gallons are produced and 8000 pints are filled, then we show a perfect score. If however, 8200 pints were filled, then we know something obviously is wrong. If conversely 7200 pints were filled, again something obviously is incorrect. If assays show the product to be satisfactory, then it becomes advisable to check package fill. Actually the checking of package fill should be made a part of production control.

Along this same line, complete examination of finished packages is very advisable from a number of standpoints as previously mentioned, to determine accuracy of fill, to establish that the correct packaging materials were used and to determine correct labeling. In most plants, it is customary to have package line inspectors check each package as it is completed. In many plants these inspectors come under plant jurisdiction, in others they are under laboratory or control supervision.

Plant Sanitation

One phase of control work which is rapidly assuming major proportions concerns plant sanitation. Aside from the scientific aspects of a clean and sanitary plant, there is, of course, the esthetic consideration. Employees enjoy working in a clean, cheerful atmosphere. A work area where the equipment is kept clean and well painted and the surroundings are clean, orderly, light and sanitary will contribute to better work and more satisfied employee relations. From the scientific standpoint, a clean area will reduce the possibility of dirt contamination in products being processed, whether during manufacture or packaging. In addition to visible dirt, there is, of course, bacterial,

mold, and yeast contamination which in some cases may result in spoilage of the packaged product. While aseptic conditions are not required as a general requirement and would be exorbitantly expensive, a clean plant will tend to minimize such contamination. The development of sanitary standards and the establishment of regular inspections should be a cooperative effort between the laboratory and production. Inspectors should be equally represented from the two interested groups.

Labeling is so large a field that it can only be touched upon briefly at this time. The development of a suitable label to satisfy all interested groups of an organization as well as the law must be a group effort. Some one individual should be in charge of asembling all the various ideas expressed for a label and combining them into a finished product. The Label Control Manager should have this function. Today with changing opinions regarding labels, it is necessary that label texts constantly be reviewed and revised as required. Newer wording, warnings, requirements, etc. are all in constant state of flux and require changes quite frequently. This all leads to very careful supervision to be certain that the correct label is being used.

The division of responsibility in a control system is one which is difficult to define entirely and satisfactorily. The Control Manager should be responsible only to top management and function separately from all other branches of the organization, but function cooperatively with them. In the same way plant department foremen must be responsible to the plant superintendent or production manager. As previously mentioned, production should be responsible for producing a quality product while the laboratory is responsible for the determining of the quality of that product.

The chief purpose of product control is to guard against human error, to assure quality products and to insure uniformity of product. Particularly in the cosmetic field, the consumer offers the final judgment on any item offered for sale. If it lacks uniformity, if it is one color now and another the next time she buys it, it will not be long before the market is gone. We might liken a good control system to insurance, to guarantee that the consumer is going to be satisfied, going to continue satisfied and continue to be a consumer. As was said at the beginning of this presentation, a control system with all of its ramifications can be said to function primarily to establish three points:— The identity of a material or a product—the strength of a material or a product—and the purity of a material or product. When a control system can satisfy these requirements, then it is functioning properly and will be of value and benefit.

Pears' Soap Surprises

SCHIEFFELIN & Co. report surprising results in the reintroduction to the market of Pears' Soap. The principal market tested has been in the New York area, and one leading New York department store reports that Pears', despite its 50 cent price for the 3½ oz. cake, is outselling all other soaps except their private brand line.

The MATEER ELECTRIC FILLER HANDLES THEM ALL!
LIQUIDS • OILS
POWDERS • PASTES
FAST and ACCURATE
from 1/500 oz. to 2 pounds!
NO OTHER MACHINE COVERS THIS RANGE OF PROPORTIONING AND FILLING
The Mateer Electric Filler assures greatest accuracy and speed. As close as ± ½%. 20 to 70 cycles per minute. Equally efficient on wet, viscous, or dry materials. All electric head. Totally enclosed. Manual or automatic control. Can be used on all types of containers—small ampuls and serum bottles to collapsible tubes, cans, boxes and jars. Can be furnished with special hoppers and engineered to your own requirements.
Fully illustrated Bulletin mailed promptly.
G. DIEHL MATEER & CO.
LINCOLN HIGHWAY • DEVON, PA.

Perfumer's Shelf

Frequency of Smell Sense Deficiency

A note in the *North Western Druggist* (57:32, June, 1949) cites work in which it was observed that many people display a deficient sense of smell. Out of some 4,000 persons tested, approximately one out of every 100 were found to be deficient in odor perception. Some of them had virtually no sense of smell; some could not detect the skunk scent, regardless of strength of the solution, even when they had no difficulty with most other odors. All the persons tested were either students at Hollins College, Virginia, or relatives of the students living in the neighborhood. This is taken as an indication that "smell blindness" is hereditary, but that very complex patterns are involved, as in many cases parents did not have the same deficiency. The study also showed that some persons with a very acute sense of smell for mild odors were completely unable to detect pungent scents. Some were capable of smelling red verbenas with normal sensitivity, but did not react to the pink variety, although most people cannot distinguish between the red and the pink. Others were found "blind" to alcohol, ether and pepper.

From present evidence it seems that lack of sense of smell is passed on entirely through the females, as is the bleeding disease, hemophilia. However, both male and female children are affected in the same degree.

Principles of Odor Masking

In a discussion of the principles of odor masking, E. C. Crocker (*Chem. Ind.* 64:948, 1949) remarks that in selecting an odorant for a product, a manufacturer must consider the nature of the odor to be masked, the properties of the product and the use to which it will be put, and the characteristics and price of available odor-masking agents.

A proper understanding of the principles of odor masking is necessary to transform a material with a disagreeable odor into one with a pleasant, or no odor. This can be the difference between a product that no user will buy a second time and one that wins consumer acceptance.

Odors may be transient and need coverage for only a period, as with paint and printing ink. In other instances, especially with petroleum oils and certain fats and soaps, objectionable odors appear only after an initial "induction period" during which they are relatively inodorous. Finally, there is the type of odor that is produced continuously, because of diffusion from within, as with rubber, or because of chemical or bacterial action. This calls for either a long-lasting masking agent or for keeping the article in question in a well-ventilated atmosphere. Thus, many degrees of volatility are needed for producing masking agents, from the purely ephemeral to the lasting power of the musks. The following table classifies odorants according to their volatility:

VERY VOLATILE
Acetophenone, benzaldehyde.

MEDIUM VOLATILE
Benzyl acetate, ethyl benzoate, isobornyl acetate, methyl salicylate, oils of lavender, spike lavender, pine needles, spruce needles, wintergreen, and citronella.

MEDIUM PERSISTENT
Camphor, linalool, safrole, terpenyl acetate, citral, geranyl acetate, anisic aldehyde, methyl heptine carbonate, phenylacetic aldehyde, eugenol, ionone, terpineol, oils of peppermint, bois de rose, sassafras, anise, star anise and clove.

PERSISTENT
Cinnamic aldehyde, geraniol, phenylpropyl alcohol, hydroxycitronellal, Yara Yara, Nerolin, coumarin, cyclamal, oils of cassia, cinnamon, cedarwood and geranium.

EXTREMELY PERSISTENT
Musks xylol, ambrette and ketone; vanillin, astrotone, benzyl salicylate, oils of vetiver, patchouli and sandalwood.

It is noted, however, that mixtures of odorants are usually more effective as well as more interesting as maskers than are single pure substances. Because of this fact, essential oils, which are mostly mixtures, are particularly useful, especially when reinforced with one or more of the cheaper synthetics.

Crocker points out that while there is no evidence that true odor neutralization is possible, it is commercially practicable to lesson the unpleasantness of most odors by discreet small additions of suitable odorants. The masking obtained is masking of the unpleasantness rather than of the odor itself, but the resultant neutral odor is often unnoticeable. Such masking is an artistic achievement, not to be confused with mere swamping of a weak unpleasant odor by a stronger pleasant one. It is accomplished in principle by making the original unpleasant odor an ingredient of an odor composition and completing the blend with a minimum of other materials to reach an unnoticeable or slightly pleasant blend suitable to the end-use of the product. The ingredients chosen for this purpose must have a volatility similar to or less than that of the original odor, and be equally stable in the air, so that the odor correction attained will last long enough to be practicable.

Masking agents are important in certain pharmaceutical products to hide the presence of bitters, salts, hormones and vitamin oils. The substances so used, as also those for label glues, have to be edible, and are drawn from the "flavor" category of aromatics, which include taste-producers as well as straight odorants. These include oils of peppermint, wintergreen, sassafras, cloves, cinnamon and anise, and synthetics such as vanillin and coumarin.

Odor prevention is often possible through the use of preservatives of one type or another, such as antioxidants for fats and oils, mold inhibitors and antiseptics.

Perfumes and Emulsion Stability

In his talk at the Spring meeting of the Society of Cosmetic Chemists,

A. S. Karas pointed out that, from a survey of the literature, no one has given sufficient attention to the effect of the action of perfume on the stability of cosmetic emulsions. In view of this lack of information, it was felt desirable to perform several experiments in order to prove the importance of exercising care with regard to the addition of perfuming agents to the emulsion. Five different types of emulsions were made, and the effects upon these of 11 aromatic chemicals and 10 essential oils were studied. These emulsifiers were as follows:

1. Triethanolamine Stearate
2. Castile soap powdered
3. "Duponol ME" (sodium lauryl sulfate)
4. Lecithin soy beans (phospholipid)
5. Gum Arabic (pentosan colloid)

The oils used were mineral and sesame. To the five above emulsions the aromatic chemicals and essential oils were added separately. In so doing, 115 experiments were performed (21 perfuming ingredients added separately to each of the five emulsions thus resulting in 105 experiments and 10 controls not perfumed). From these experiments, Karas was able to draw the following conclusions:

1. It can be stated that in most of the experiments both aromatic chemicals and essential oils had a varied effect on all five types of emulsions by often shortening but less frequently lengthening their life.

2. It seems that the rose character of both aromatic chemicals and essential oils was destructive to the Triethanolamine emulsions.

3. Hydroxycitronellal is most destructive to the three types of emulsions.

In a discussion based on these observations, Karas points out that in common practice, the compound for perfuming the emulsions is always a mixture of 50 to 75 per cent aromatic chemicals and 25 to 50 per cent essential oils. However, sometimes only one or a few aromatic chemicals or essential oils are used. Because of the variety of the character of the perfuming ingredients, one ingredient may disturb the emulsion; the other may tend to stabilize it with the result being an emulsion whose stability has not been affected. But this is a very rare coincidence on which the technician should not count. By the experiments, it was shown that the matter is more complicated because of the great variety of the emulsifiers as well as of the ingredients of the cosmetic emulsions. The safest recommendation should be to study the ingredients of the perfume used especially when the liquid type emulsion is made. There is an obstacle, however, in the practical application of this recommendation because the perfumes are often supplied by outside concerns which naturally consider the composition of their products to be trade secrets.

Australian Eucalpytus Oils

It has been pointed out recently that although the bulk of Australian eucalyptus oil imported by the United States can be classified as medicinal oil, it is also used in the manufacture of perfumes, disinfectants, paint removers, solvents and cleaners, deodorants, cellulose lacquers and synthetic finishes, rubber cement and fixatives.

There are more than 500 species of eucalyptus, ranging from the dwarf forms found in dry areas to forest giants which grow 100-feet from ground level before throwing out the first branch. These eucalyptus trees comprise about three-quarters of the vegetation in Australia. The leaves and branchlets of certain species of these trees produce valuable essential oils from which are prepared many derivatives having a wide application in science and industry. The uses for these aromatic chemicals range from the preparation of such d e l i c a t e perfumes as rose, hyacinth and violet, to pharmaceutical preparations and industrial solvents.

The following commercial derivatives are obtained from the various crude eucalyptus oil:—pipertone, menthone, menthol, thymol, phellandrene, paracymene, cineol, eucalyptus, terpineol, citronellal and citronellol

Pipertone is the raw material for the manufacture of menthol and thymol. Menthol is used largely in medicine, in dental pastes, confectionery and other flavorings. Thymol has antiseptic properties. It is one of the best preservatives for gums, pastes, glues, furs, etc. It is used medicinally for the treatment of various diseases. Some of the principal constituents of eucalyptus oil are used in the perfumery industry. Terpineol is the well-known constituent of hyacinth odor. Citronellol is a component of Otto of Rose, and naturally possesses a very good rose odor. Citral is the raw material for the manufacture of synthetic violet perfumes.

Flavor Profiles

On July 13, 1949, a method by which flavors and aromas can be both evaluated objectively and portrayed pictorially was described to the Institute of Food Technologists by S. E. Cairncross and L. B. Sjostrom of Arthur D. Little, Inc., Cambridge, Mass. The new technique is called "flavor profiles." When a food is analyzed by this method, a panel of trained tasters determines which "flavor notes" can be identified individually as standing out from the over-all flavor blend, how strong these notes are, and also how strong the basic blend of flavor is. With this information, a diagram can be drawn in which a semicircle represents the strength of the base flavor and distinctive bars radiating from the center represent each of the notes which stand out above the base flavor. The size of the semicircle and the length of the bars identify the flavor just as a police description identifies a man.

The same information can be used in tabular form, as on a rating sheet, but the diagram of the flavor profile has been found to be an especially clear method of describing a flavor or comparing two different flavors visually. It can, for instance, show the effect of seasonings, such as salt or the new one, monosodium glutamate, in blending together the flavor notes of a food. In the profile of the seasoned food, the semi-circle is larger, showing more total flavor, but fewer individual flavor notes stand out above the base flavor, since many of the individual notes have been blended into and augment the base.

With the flavor profile, tasting panels can do more than just say whether they like a flavor or not, Cairncross and Sjostrom report. They can write down the kinds of flavors and odors they find and they can determine how a change in cooking procedure or a change in ingredients affects the flavor of a food. Using a flavor profile of a food product, an experienced taste panel can decide which flavor notes need strengthening or suppressing. Then the technologists can set about systematically to change the formula or the production process to get the desired results and can measure the changes made by means of new flavor profiles. In one medicinal product, for instance, undesirable notes were found, a rubbery one and a sour-yeasty one. Flavor profiles showed that some materials added to the product suppressed one note, some the other, and some covered both. With the profiles, each small improvement in the flavor could be noted, so that progress was made rapidly.

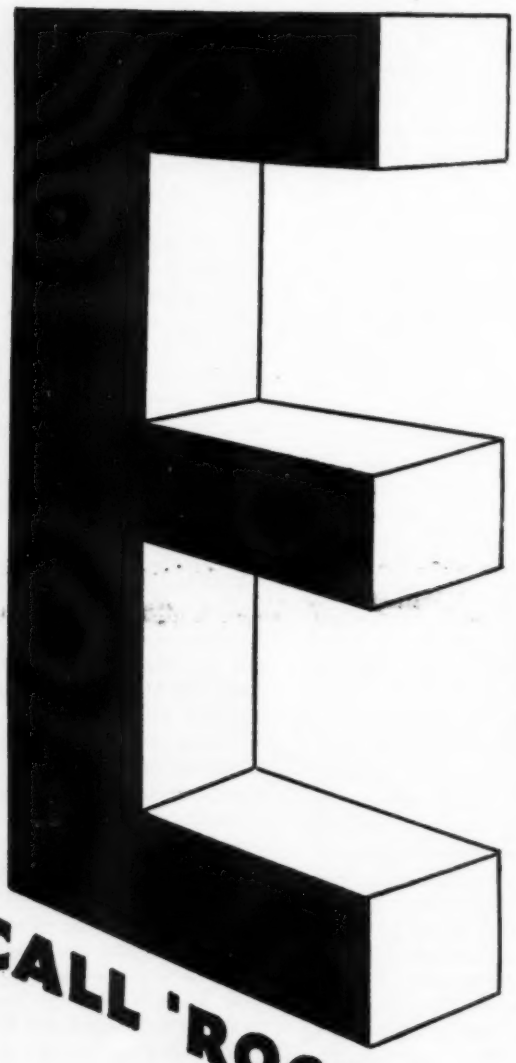
VITAMIN E ACETATE

(*dl*-alpha-Tocopherol Acetate—International Reference Standard)

VITAMIN E

(*dl*-alpha-TOCOPHEROL)

Stocked for immediate shipment



Make 'Roche' headquarters for:

Thiamine **Riboflavin**
Niacin **Niacinamide** **Biotin**
Ascorbic Acid **a-Tocopherol**
Pyridoxine **Panthenol**

'ROCHE'

NEW LOW PRICE

45¢/gram

(100 grams and over)

CALL 'ROCHE' FOR VITAMINS

VITAMIN DIVISION
HOFFMANN-LA ROCHE INC.

NUTLEY 2-5000
NUTLEY 10, NEW JERSEY

Abreast of the Markets

Firm Alcohol Market Improves General Tone of Commodities. Glycerin Prices Expected To Hold.

The beginning of the third quarter was characterized by a notable price stability in the market for drugs and fine chemicals. The alcohol market recovered from its status of a loss operation over several months to at least a breakeven, though not a very profitable business. This was felt as a step in the right direction toward a healthy and stable economy, likely to be beneficial to the chemical industry generally.

Price advances of 7½c to 8c per gallon were made on all grades of ethyl alcohol, allyl alcohol was advanced 5c per pound and isopropyl alochol, which had been competitively depressed by the ethyl alcohol market, was advanced 5½c per gallon. Cinchophen and sodium cinchophen were reduced 50c per pound as of July 1.

Other movements in this market were confined to a reduction of 65c per pound on menthol, a ¼c reduction in the price of castor oil, and a drop of $1 per flask in the price of mercury.

In most of the organic chemicals, the general feeling was that during the vacation periods of July and August, when many plants close down, business would likely be worse than it has been since the beginning of the decline in early March. However, the consensus was that after September 1 a distinct upturn in business volume could be expected with some confidence.

Bulk Drug Output Dips 20 P.C. in '48

Production of bulk medicinals in 1948 as a group totaled 40,000,000 pounds, a decrease of 20 percent from 1947. Sales at 35 million pounds, were smaller than in 1947 but the value, at $275,000,000 was larger.

The report, by the Tariff Commission, is the seventh of a series giving preliminary statistics on 1948 production and sales of synthetic organic chemicals.

Production of penicillin and its derivatives amounted to 273,000 pounds (160 trillion oxford units) substantially higher than in 1947. Sales in 1948 were 138,000 pounds (85 trillion oxford units), valued at $140,000,000.

Production of streptomycin in 1948 was 90,000 pounds, and sales (68,000 pounds) were valued at $39,000,000. Together these antibiotics accounted for about two-thirds of the value of sales of all medicinals.

On the other hand, they accounted for only 1 percent of the total quantity of medicinals produced. Production in 1948 of synthetic vitamins as a group was 2,600,000 pounds, valued at $40,000,000.

Production of acetylsalicylic acid was off 1,000,000 pounds to 11,000,000 pounds; production of sulfa drugs declined sharply and amounted to nearly 2,700,000 pounds, lowest output since 1941. Production of barbituric acid derivatives was 673,000 pounds, or substantially lower than the peak output of 900,000 pounds in 1947.

Substantial increases in output were reported for P-aminobenzoic acid derivatives, ascorbic acid and salts, and theobromine derivatives.

Alcohol Firm

Business in alcohol was very slow, and was expected to maintain a particularly low level until September, primarily because of heavy consumer inventories which were loaded up prior to the recent price advance. The new higher level of quotations established July 1 were holding firm all along the line.

Actual quotations did not depart from those published and distributed by producers at the beginning of the second quarter. However, there was a tendency to offer long term supply contracts at a small percentage discount, which was one way of offering contract consumers material at a somewhat lower than market price without actually reducing regular quotations. Most producers, however, adhered rigidly to listed prices for either spot or contract purchases. It was reported that large consumers showed little disposition to tie themselves up with contracts and were for the most part not interested in shifting suppliers in favor of contracts at a discount.

Production of ethyl alcohol in industrial plants during April was 36,232,305 proof gallons; withdrawals amounted to 29,907,590 proof gallons and stocks at the end of the month were 43,529,851 proof gallons. The principal raw materials used were: Total grains 9,107,720 pounds; molasses 22,533,813 gallons; ethylene gas 4,715,103 pounds; ethyl sulfate 11,309,836 gallons, and potatoes 17,312,575 pounds.

Glycerin Firm

The feeling was generally held that refined glycerin prices would hold firm for the balance of the year. Crude material was somewhat tight due to heavy shipment abroad in the closing weeks of June. Closing of plants for vacation periods was likely to make the balance between supply and demand somewhat delicately balanced with the possibility of a mild shortage sometime during August. German buying was essentially discontinued at the end of the second quarter because of heavy German consumer inventories. Sweden was still in the market for moderate quantities. Italy's requirements were limited. Accordingly, the supply situation viewed over the next three months appeared to be quite ample, with the supply position likely to show improvement with the approach of Fall due to curtailed shipments abroad and increased synthetic production.

Although the crude glycerin production for March was below (17 percent) that for the corresponding month last year, the decrease for March was substantially less than that shown for the first 2 months when production dropped over 25 per cent from the same period last year. Refining to the yellow and high quality grades exhibited a pattern parallel to that of crude glycerin.

The foregoing production trends arise from the position of crude glycerin as a secondary commodity. In the case of chemically pure grade, the advent of production by synthesis from petroleum raw materials, has introduced a new source which is independent of the previous primary commodity limitations.

(Continued on page 218)

• Prices quoted in this section were current on the first of this month,

how
far
does the
imagination

Stretch???

. . . as far as the limits of its usefulness. A creation, born and nurtured in the mind, knows no bounds until it goes beyond its capacity for practicality. Our superior staff of product formulation experts can analyze the product of your imagination and develop it into a chemically-perfect, profitable sales item. We have the experience and reputation that come from serving America's leading private label cosmetic merchandisers for over 40 years. May we demonstrate our service to you . . . and stretch your imaginary product into a real sales hit?

KLINKER
MANUFACTURING COMPANY
9210 BUCKEYE ROAD • CLEVELAND 4, OHIO

MANUFACTURERS OF PRIVATE LABEL COSMETICS SINCE 1900

KESSCO PRODUCTS

CHEMICAL SPECIALTIES

EMULSIFIERS
of Definite Specifications

GLYCERYL MONO STEARATE
PURE AND SELF-EMULSIFYING

KESSCO WAX A-21
FOR ANTI-PERSPIRANTS, DEODORANTS, OINTMENTS

PROPYLENE GLYCOL MONO STEARATE
PURE AND SELF-EMULSIFYING

new
POLYMERIZED GLYCOL STEARATES, LAURATES, OLEATES, ETC.
for
PHARMACEUTICALS, TOILETRIES, COSMETICS, ETC.

EST. 1921

KESSLER CHEMICAL CO., INC.
STATE ROAD and COTTMAN AVE. • PHILADELPHIA 35, PA.

Perfume Materials Sales For 1948 Higher Than Previous Year. Vanilla Beans At Attractive Price Level.

Sales of flavor and perfume materials in 1948 totaling 19,000,000 pounds valued at $27,000,000 were "somewhat greater both in quantity and value than in 1947," the United States Tariff Commission reported.

Production of these chemicals as a group totaled 22,000,000 pounds in 1948, or 1,000,000 pounds more than the 1947 output, the Tariff Commission said.

This report, the tenth of a series giving preliminary statistics on 1948 production and sales of synthetic organic chemicals, shows production and sales of individual flavor and perfume materials, as well as production and sales by chemical class.

In 1948 benzenoid and naphthalenoid types of flavor and perfume materials were produced in greatest volume compared with any other chemical class—9.0 million pounds compared with 6.4 million pounds for the terpenoid, heterocyclic, and alicyclic types, and 6.7 million pounds for the acyclic type.

Of the individual flavor and perfume materials, there were large increases in production in 1948 compared with 1947 of benzyl alcohol (605,000 pounds in 1948 compared with 144,000 pounds in 1947), geraniol (229,000 pounds compared with 103,000 pounds), menthol (132,000 pounds compared with 71,000 pounds), and p-methylacetophenone (17,000 pounds compared with 4,000 pounds).

The principal flavor and perfume materials in which production declined in 1948 compared with 1947 are coumarin (457,000 pounds compared with 510,000 pounds), ethyl a-toluate (256,000 pounds compared with 579,000 pounds), terpinyl acetate (151,000 pounds compared with 234,000 pounds), musk xylene $140,000 pounds compared with 286,000 pounds), and linalyl acetate (68,000 pounds compared with 199,000 pounds).

Monosodium glutamate, a flavor accentuator, was the item in this group produced in largest volume in 1948; production was 6.2 million pounds; sales were 6.1 million pounds, valued at 9.4 million dollars.

Essential oil receipts from overseas sources in March totaled 836,576 pounds, 18 percent above like arrivals in the previous month.

First quarter 1949 imports of the oils were 2,168,640 pounds, a gain of 14 percent over imports in the same 3 months last year. Oils recording the greatest import gain, comparing the same quarters, were, anise from China and Hong Kong; bois de rose from Mexico and Brazil; camphor oil (spec. gravity 1.07), Japan; citronella from Guatemala, Honduras, Ceylon, Netherlands Indies, China, Leeward and Windward Islands, Dominical Republic, and Taiway (Formosa); and sandalwood from Canada, Mexico, Jamaica, Haiti, Dominical Republic, Leeward and Windward Islands, Trinidad, and Cuba. These 5 oils accounted for half of the essential oil tonnage receipts during the first quarter of this year.

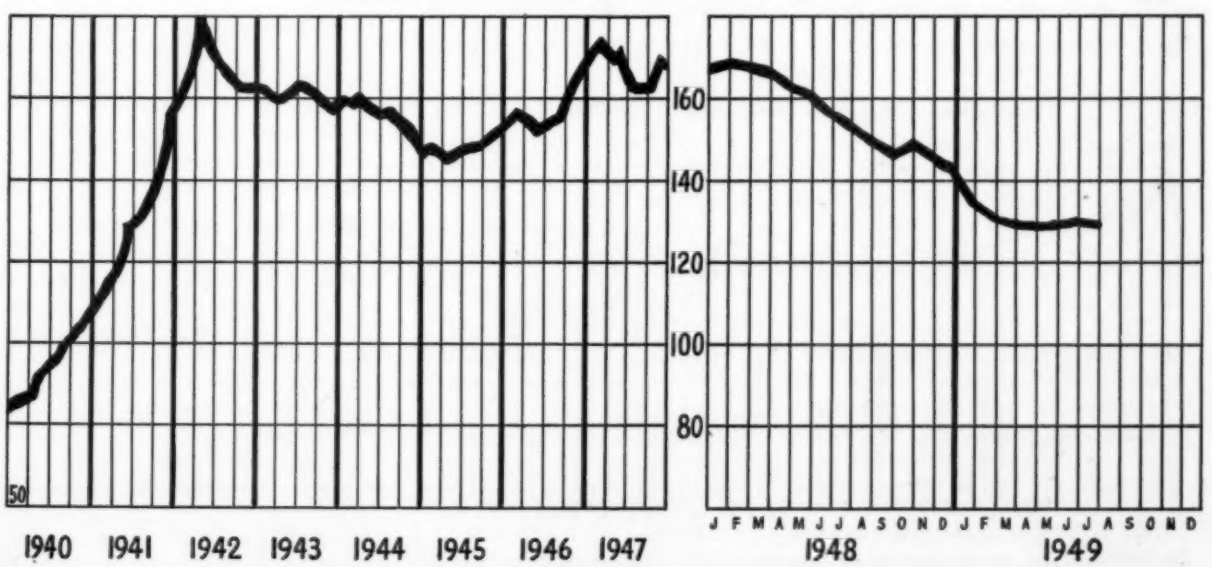
Vanilla Beans

Little change developed in the market for vanilla beans. Demand continued reasonably active and compared satisfactorily with that in the past fortnight or so. Reports from all origins continued to indicate dissatisfaction of shippers with the prices at present obtainable and reports on spot still suggested to buyers that purchases at current levels were apt not only to be financially safe but actually advantageous to manufacturing consumers.

Exports of vanilla beans from Mexico in 1948 reached an all-time high of 686,000 pounds valued at $1,407,000 according to the American Embassy, Mexico City. This compares with 1947 exports of 485,000 pounds with a total value of $1,112,000. The value per pound dropped from $2.29 in 1947 to $2.05 per pound in 1948. Mexico exported an annual average of 205,000 pounds of vanilla beans in the prewar years, 1935-39.

In 1948, Mexico exported more vanilla beans than any other country in the world. Madagascar normally furnishes about two-thirds of total shipments, with Mexico, French Oceania

50 Raw Materials—Weighted Price Index. 1926 = 100.



The price index of fifty commodities for July declined fractionally from 129.9 to 129.7.

JULY PRICE CHANGES

UP

Ethyl Alcohol 8c
Bergamot Oil 15c
Cardamom Oil $3.50
Celery Oil 50c
Elm Bark 9c
Ergot 45c
Geranium Oil African $1
Ginger Oil 75c
Lemon Oil Calif. 5c
Lime Oil Dist. 50c
Patchouli Oil 10c

DOWN

Apricot Kernel Oil 2c
Carnauba Wax No. 1 1c
Cedar Wood Oil 6c
Cinchophen 50c
Dandelion Root 5c
Grape Fruit Oil 5c
Henbane Leaves 8c
Hydroxycitronellal $1.15
Lemon Oul Italian 5c
Lime Oil Expressed 25c
Menthol Natural 65c
Mercury $1
Petitgrain Oil SA 8c
Rhubarb HD 5c
Senega Root 5c
Soap Bark crushed 8c
Cut 8c
Spearmint Oil 15c
Stearic Acid TP 1c
White Pine Bark
Rossed 1c

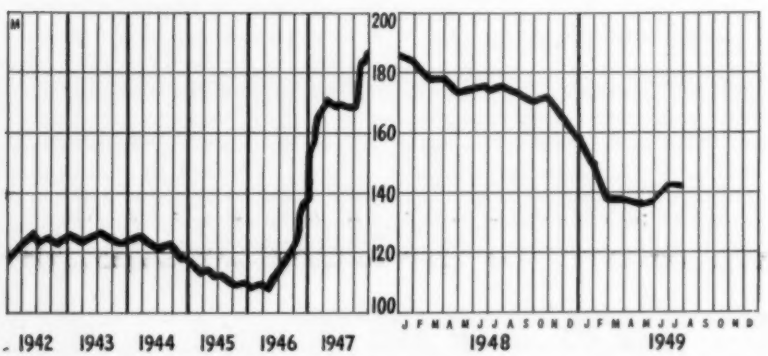
and the East Indies accounting for most of the remainder. The United States imports approximately 75 percent of the entire world output of vanilla beans. In 1948 Mexico supplied 62 percent of the vanilla beans imported into the United States, compared with 21 percent in 1947 and 22 percent in prewar years.

Glycerin Firm

(*Continued from page 215*)

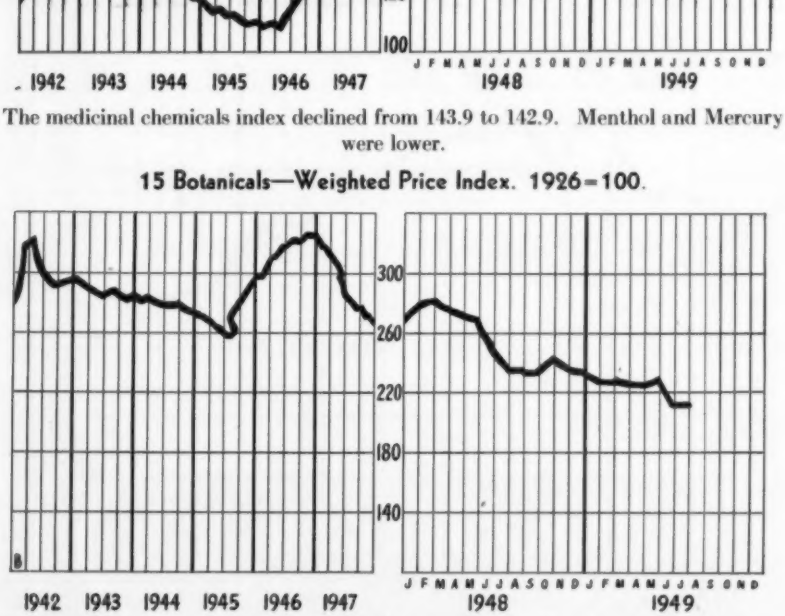
The effects of the new synthetic glycerin production is just beginning to be felt in the industrial consumption requiring this grade. Statistically, this production is included (Bureau of the Census) in the "chemically pure" glycerin and is not separated from the grade made by refining the crude product. This addition to the chemically pure grade is reflected in the maintenance of substantially the same (5 percent off) production level as the first quarter last year. Inasmuch as the present synthetic product is reported not nearly up to the rated capacity, the total production of chemically pure glycerin could be maintained at present rate even though the natural production may be further reduced. This indirect production balance, due to the synthetic production, is expected to produce a stable price structure for some time, a situation which is somewhat foreign to the traditional glycerin buyers market.

15 Medicinal Chemicals—Weighted Price Index. 1926 = 100.



The medicinal chemicals index declined from 143.9 to 142.9. Menthol and Mercury were lower.

15 Botanicals—Weighted Price Index. 1926 = 100.



The botanicals index remained without change at 217.3. Ergot was higher but was offset by the decline in rhubarb.

Nux-Vomica Exports, Indochina

During 1948, 427 metric tons of nux vomica was exported from Indochina, 289 tons of which, valued at 253,000 piastres, was shipped to the United States. In 1947 exports amounted to 627 tons, including 183 tons valued at $182,000 piastres, to the United States. The slight rise in the 1948 exports to the United States was attributed to the fact that orders placed in 1947 were not filled until the following year. (1 U. S. dollar equals about 16 piastres.)

Because of the relatively high export price, 1.10 piastres per kilogram, f.o.b. Saigon, merchants state that they are experiencing difficulty in selling nux-vomica seeds to the United States, a market understood to be more easily supplied with the Indian product.

The main source of nux vomica continues to be Cambodia. There is known to be a plentiful supply with reasonably high strychnine content, although no production figures are obtainable. Supply is governed almost entirely by the demand. The seeds are gathered easily, and, because of the large quantity available, cultivation problems are not important.

Scarce Heart Drug Arrives Here

An important shipment of quinidine sulphate, equivalent to one year's normal pre-war import by the United States arrived here recently aboard the Dutch liner Westerdam for consignment to the Bureau of Federal Supply, which will stockpile the drug as a strategic material.

It is learned from the Economic Cooperation Administration mission to the Netherlands that the present lot is valued at nearly $70,000 and amounts to about 50,000 ounces of the white crystalline powder, used as a heart

stimulant. The shipment is only one-quarter of the amount that has been purchased in Indonesia through counterpart funds under the Marshall Plan.

United States authorities in The Hague report the drug is in extremely short supply in the United States.

Processing of 200 tons of Indonesian cinchona bark by the Netherlands Kininefabriek at Maarsden, near Rotterdam, was required for this first shipment of quinidine sulphate.

Quinine Substitute Use Expanding

Substitutes for quinine, which before the war was the most common treatment for malaria, eventually may cut sharply into the world demand for cinchona bark, from which quinine is extracted.

Synthetics are now widely used in place of quinine to treat malaria. There are several, including atabrine, aralen, pauldrine, pentaquine and pamaquin. Some of them are cheaper than quinine and some avoid the unpleasant side effects of quinine, although they may have minor side reactions of their own.

Demand for quinine is still enormous and promises to be substantial for some years to come, since one-quarter of the world's population suffers from malaria.

The use of quinine in cold tablets and some other products is also decreasing but research in quinine derivatives for treatment of a type of heart disease may offset contracting markets for cinchona bark for malaria and cold remedies.

Olive Oil Trading Light

Trading in edible olive oil was light. Spanish oil was sold at $3.50 to $3.60 per gallon, drums, duty paid, on spot, as to quantity. Moroccan was quoted on the same basis. Edible olive oil exports from Mediterranean countries were 62,000 short tons in 1948, over four times the 1947 exports and more than half again as much as in 1945, according to the Bureau of Agricultural Relations.

The Bureau of Customs of the Treasury Department has under study charges of alleged dumping of olive oil into the United States from abroad in such quantities and at such prices as to interfere with the orderly marketing of the domestic crop. The charges are understood to have been filed by a group of California producers.

The study is still in its preliminary phases and if the bureau considers that the charges warrant an investigation, steps will be taken to obtain information from abroad relating to production costs and other data, to be followed by an investigation in this country to determine whether injury has been done to the domestic industry.

According to the Department of Agriculture, domestic producers are said to have encountered difficulty in disposing of their olive oil production this year. Producers have reported that they have been able to dispose of only about one-half of their production so far, whereas ordinarily all of it has been sold within the first five months of the year.

Casein Future Uncertain

Casein, long an important raw material, now bids fair to become a poor relation. Fluctuating prices and supplies during the past eight years have opened the market to replacement materials. These have gained such tremendous outlets that United States consumption of both domestic and imported casein may eventually disappear, it was said.

But recently Argentine producers advanced the price of casein ¼c per pound. Some increase in the price of domestic material is expected by the trade. The move by Argentine producers is not understood in most quarters here, in view of the lessened demand. At present only small quantities are being purchased on a strictly hand-to-mouth basis.

Synthesizes Pyrethrum Esters

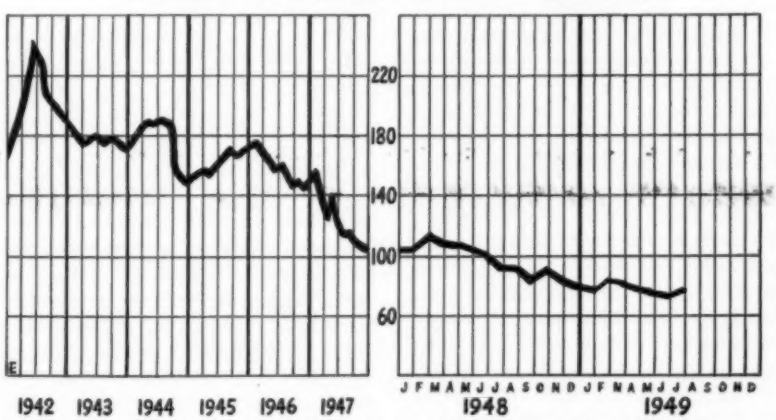
The synthesis of pyrethrum-like esters in the Jersey City laboratory of S. B. Penick & Co. was announced recently.

This work follows the process developed by the Bureau of Entomology and Plant Quarantine of the Department of Agriculture announced last March.

Preliminary tests on flies indicate the synthetic material to be equal in toxicity to the natural. Further technical work remains to be done, but the new compound is now being made in limited quantities.

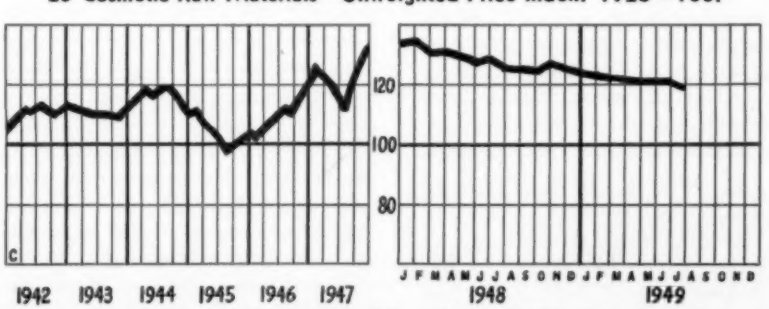
The Pyrethrum Board of Kenya has stated that no adverse effects on the marketing of pyrethrum flowers through March 1951 are expected as a result of the synthesizing in the United States of the active principles of this insecticide material. The Board has recommended that growers increase their 1948 acreages by 25 percent during the coming rainy season, if labor conditions permit.

15 Essential Oils—Weighted Price Index. 1926 = 100.



The essential oils index advanced from 81.1 to 82.7. Bergamot and geranium were up; lemon and limes declined.

25 Cosmetic Raw Materials—Unweighted Price Index. 1926 = 100.



The cosmetic raw materials index declined from 120.7 to 119.3. Menthol and stearic acid were down.

Industry's Books

Development Schedule of New Drug Products, by Paul de Haen, Romaine Pierson Publishers, Inc., New York $15.

In this new publication: de Haen. Development Schedule of New Drug Products is presented a general discussion of this complex field accompanied by concrete means for facilitation and synchronizing the 101 basic steps necessary in product development by means of flow charts and work sheets. The six charts and the 14 departmental work sheets accompanying the book will furnish to the participants in every new drug development a detailed breakdown of the basic development process of each product. The book itself contains a discussion of the 101 basic steps of product development and management policies. It offers comprehensive suggestions for effectively coordinating and expediting the development of a new drug. Each individual drug project is divided into six Flow Charts covering the following phases of product development: Preliminary Research, Applied Research, Clinical Research, Preliminary Work, Test Campaign, Final Marketing. Each individual drug project is further broken down by 14 departmental work sheets in duplicate. These list the duties each department has to perform, and all are designed to fit a standard 8½ x 11 binder. The price for the book with the accompanying five complete sets of flow charts and work sheets (sufficient for five different drug projects,) is $15.

Evaluation of Chemotherapeutic Agents, Edited by Colin M. MacLeod, Symposium Held at the New York Academy of Medicine, 1948, 205 pp., Columbia University Press, New York $4.

The second in the series of volumes to come from the Symposia held by the recently established Section on Microbiology of the New York Academy of Medicine is broad in scope. A general evaluation of certain of the many factors involved in the success or failure of chemotherapy is presented, rather than a discussion of specific compounds used in the therapy of particular diseases. Under the term "chemotherapeutic agents" are included both the compounds synthesized in the laboratory and the so called antibiotics of microbial origin. Cancer chemotherapy is included, although, the editors are careful to point out, only in the interest of including a critique of present methods. It is not intended to indicate a belief on the part of the workers in this field that all cancers are caused by infectious agents, or "veritable beings coming from without and alien to the normal state of the body's economy."

The Chemistry of Perfumery Materials, by R. W. Moncrieff, B. Sc., F.R.I.C., 344 pp., United Trade Press Ltd., London, 30s. net.

Written by the author of "The Chemical Senses," this latest contribution to the study of aromatics describes systematically the chemistry of perfumery materials. An immense amount of material has been gathered together and logically assembled in Part I of the book, and reference to it will avoid endless work and time spend in searching the scattered literature on the subject. The book is well documented and when reference to original papers may be necessary, the adequacy of this part of the work should considerably facilitate research. New methods of synthesis are described, as are also the possibilities of using many of the newer synthetics which are now coming off the pilot plants of some of our perfumery chemical manufacturers. The book suggests many lines of thought that should be of value to the compounding perfumer, and should also serve as a direct stimulus to the manufacturer of perfumery synthetics. In Parts II and III an attempt has been made to indicate the lines along which research on olfaction may develop; in particular many instances are offorded illustrative of the close relationship that exists between powerfully odorant and biologically important materials. The book will be welcomed not only by the perfumery industry and by chemical manufacturers, but also by biochemists and students of the special senses generally.

Surface Active Agents, Their Chemistry and Technology, by Anthony M. Schwartz, Harris Research Laboratories, and James W. Perry, Massachusetts Institute of Technology, 579 pp., Interscience Publishers, New York, $10.

This book intends to summarize the achievements of the last three decades in developing a host of new surface active agents. The different types of products are reviewed with particular attention to their laboratory synthesis, commercial production, and characteristic properties. Special attention has been directed to the numerous practical applications of surface active agents and to their utilitarian effects—foaming, wetting, detergency, emulsification, spreading, etc. In order to provide background for a better understanding of the diverse practical applications and related effects, the fundamentals of the chemistry and physics of surface phenomena have been summarized separately. Contents—Part I. Processes for Synthesizing and Manufacturing Surface Active Agents. Part II—The Physical Chemistry of Surface Active Agents in Theory and Practice. Part III—Practical Applications of Surface Active Agents.

Fundamentals of Qualitative Chemical Analysis, by Roy K. McAlpine, Ph. D., and Byron A. Soule, Sc. D., University of Michigan, Third Ed., 370 pp., D. Van Nostrand Co., New York, $3.50.

The main changes introduced in this revision are: 1. The questions and problems formerly at the end of the individual chapters have been gathered into a single list near the end of the book. Some of the earlier examples have been omitted and others added to give better balance. 2. The discussion of ionization theory in an alytical processes has been rewritten in large part to present both the chemistry and the calculations in a more direct form. 3. The conception of "net reactions" has been introduced and given considerable emphasis. The corresponding equations involve molecular formulas in the cases of compounds that are insoluble or slightly ionized, and formulas of ions instead of compounds when the latter are both soluble and highly ionized. 4. The chapter on study aids has been postponed until after the copper division of Group II so that a greater variety of cases may be covered by the examples treated as type questions.

Recent Progress In Hormone Research, Volume III, Edited by Gregory Pincus, 378 pp., Academic Press Inc., New York, $7.80.

This volume contains papers delivered at the Laure tian Hormone Conference of September 1947. Papers included follow: 1—The Biochemistry of Pituitary Growth Hormone, by Choh Hao Li and Herbert M. Evans. 2—On the Relation of Activity to Constitution in the Sexogens, with Special Reference to the Doisynolic Acids, by K. Miescher. 3—Steroid Excretion in Health and Disease: I. Chemistry, by Seymour Lieberman and K. Dobriner. 4— Urinary Steroids in Adrenal Disease and the Metabolism of Adrenal Hormones, By Harold L. Mason. 5—The Chemical Cytology of Endocrine Glands, by Edward W. Dempsey. 6—Histological Localization of Radioactive Compounds in Tissue as Illustrated with the Help of Radioiodine, by C. P. Leblond. 7—The Biology of the Interstitial Cells of the Testis, by Charles W. Hooker. 8—The Testis in Human Hypogonadism, by Warren O. Nelson and Carl G. Heller. 9—The Testis-Pituitary Relationship in Man, by Carl G. Heller and Warren O. Nelson. 10—The Role of Testicular Secretions as indicated by the Effects of Castration in Man and by Studies of Pathological Conditions and the Short Lifespan Associated with Maleness, by James B. Hamilton. 11—The Renal Pressor System and Experimental and Clinical Hypertension by A. C. Corcoran. 12—Hypertension as a Disease of Adaptation, by Hans Selye.

The Pharmacologic Principles of Medical Practice, by John C. Krantz, Jr., Professor of Pharmacology, School of Medicine, University of Maryland, and C. Jelleff Carr, Associate Professor of Pharmacology, School of Medicine, University of Maryland, 980 pp., Williams & Wilkins Co., Baltimore, $10.

Embodied in the title is the key to the approach of the subject matter in this volume. "Principles" explain what to do and why, and "practice" how to do it and when. With this in mind, the authors have emphasized the clinical application of the actions of drugs, since the text is intended as a guide for the medical student and for the practicing physician who daily uses drugs in the treatment of his patients. The subject matter is arranged according to the physiologic systems of the body. It includes a synopsis of the physiologic and biochemical functioning of these systems as a basis for the understanding and interpretation of drug action. Drugs in everyday use have been selected for discussion, with no attempt made to embrace all the drugs used in treatment. The bibliography is a selective one featuring review monographs, orginal research, and recent journal publications.

Obesity, by Edward H. Rynearson, M.D., F.A.C.P., Division of Medicine, Mayo Clinic, and Clifford F. Gastineau, M.D., Fellow in Medicine, Mayo Foundation, 144 pp., Charles C. Thomas, Springfield, Ill., $3.50.

Most obese patients seek a reason other than overeating for their condition. The most common "alibis" are "heredity" and "glands." The authors consider seriously the many theories—fallacies as well as accepted concepts which have been propounded for the causes of obesity. The headings under which the various theories are considered include: the Hypothalamus, Cerebral Factors, Psychologic Factors, Endocrine Factors, Genetic Varieties, Disorders in the Use of Energy, Retention of Water. Charts of average weights, composition of foods and sample menus complete the information which is required for the treatment of the obese patient. This monograph has been prepared for the use of the practicing physician raher than for the investigator in this field.

Quantitative Pharmaceutical Chemistry, by Glenn L. Jenkins, Ph. D., Professor of Pharmaceutical Chemistry, Purdue University, Andrew G. DuMez, Ph.D., Professor of Pharmacy, University of Maryland, John E. Christian, Ph.D., Associate Professor of Pharmaceutical Chemistry, Purdue University, and George P. Hager, Ph.D., Associate Professor of Pharmaceutical Chemistry, University of Maryland, Third Ed., 531 pp., McGraw-Hill Book Co., New York, $4.75.

This well-known text and laboratory manual dealing with the theory and practice of quantitative analysis applied to pharmacy has again been revised to bring the book up to date and to make it conform to the new U. S. Pharmacopoeia XIII and the National Formulary VIII. The authors' purpose has been to furnish students of pharmacy with a systematic course covering all the official quantitative chemical and physical methods through the selection and explanation of typical procedures, and to present some of the generally applicable nonofficial methods of analysis which are widely used in pharmacy and with which all students pursuing the profession should be familiar. The theoretical bases and fundamentals involved in the official assay procedures are presented in such a way that the book can serve both as a text and laboratory manual. Since intelligent application of the official procedures for the control of drugs requires an understanding of the theoretical basis of the procedures, the attempt has been made throughout the book to provide the necessary theoretical background.

Translation of Sections on Glycerine and Some Glycerine Derivatives, from Beilstein's Handbook of Organic Chemistry, Fourth Ed., 210 pp., lithoprinted, Glycerine Producers' Association, New York, $2.50.

One of the most important scientific works in the field of organic chemistry has been translated into English for the first time, by a board of three translators and five editors from the staff of the research laboratories of the Glycerine Producers' Association. It comprises the sections on glycerine and glycerine derivatives from Beilstein's "Handbook of Organic Chemistry," 4th Edition. The book is thoroughly indexed and covers the literature to 1910 in the main work, and in the First Supplement 1910-1919, and the Second Supplement 1920-1929, Volumes 1-6. Material used in the book has been translated into the English language from the German, Beilstein's Handbuch der Organischen Chemie, published and copyrighted in 1918-1944. The German interests in the United States in this material were vested in the Alien Property Custodian in 1942, 1943, and 1946. The translation was prepared by permission of the Attorney General of the United States in the public interest under License JA-1336.

Trade-Marks, by H. Bennett, Technical Director, Glyco Products Co., 479 pp., Chemical Publishing Co., Brooklyn, $10.

This book outlines the principles of trade-mark selection that will enable the reader to eliminate a great deal of time, money and effort usually involved in the choice of a trade name. Four different ways of finding or coining original names given in this book will help in determining a good trade-mark. The book also contains an alphabetic list of trade-mark chemicals, textile specialties, plastics, elastomers, alloys and allied products, showing chemical composition and manufacturers.

(*Continued on page 241*)

IN YOUR FACE POWDERS...

ARE YOU TAKING FULL ADVANTAGE OF THESE PROPERTIES OF

HORSE HEAD U.S.P. ZINC OXIDE?

OPTICAL
- High covering power
- Warm whiteness

PHYSICAL
- Fine texture
- Good oil absorption
- Superior adherence
- Good fluffiness
- Perfume fixative
- Easy to blend and tint

CHEMICAL
- Essentially neutral
- Amphoteric
- Exceptional purity
- Deodorizes by neutralizing perspiration

PHYSIOLOGICAL
- Mildly astringent
- Screens out sunburn rays
- Bacteriostatic action
- Soothing
- Non-toxic
- Protective

Specify U.S.P. Zinc Oxide made by—

THE NEW JERSEY ZINC COMPANY

Founded 1848

Products distributed by

The New Jersey Zinc Sales Company

New York · Chicago · Boston
Cleveland · San Francisco · Los Angeles

Products for Chiropodists

(Continued from page 154)

In the podiatry text edited by Lewi,[3] it is said that the following makes a useful dusting powder for this condition:

Salicylic acid	**1 part**
Powdered alum	**16 parts**
Bentonite	**64 "**

Various special solutions and lotions are helpful in treating hyperhidrosis of the feet. One such is an antipruritic tannic acid tincture containing:[19]

Menthol	**0.5 Gm.**
Phenol	**0.5 "**
Tannic acid	**5.0 "**
Glycerine	**5.0 cc.**
Alcohol (95%)	**44.5 cc.**
Water	**44.5 cc.**

Another lotion to be applied to the feet once or twice daily, not only for hyperhidrosis, but also for scaling and ringworm of the feet, consists of:[19]

Salicylic acid	**3.0-10.0 parts**
Thymol	**1.0 part**
Alcohol (70%) to make	**100.0 parts**

Of a similar nature is the anti-hyperhidrotic lotion suggested by Rosenstein,[13] as follows:

Salicylic acid	**6 parts**
Borax	**6 "**
Boric acid	**4 "**
Glycerine	**32 "**
Alcohol	**40 "**
Water, to make	**100 "**

Frequently used to reduce perspiration are aqueous or alcoholic lotions containing 10 to 25 per cent of aluminum chloride. Of course such lotions can be improved by including some compatible perfuming agent and some color. Another kind of lotion, which affords a hardening action, consists of:[3]

Formalin	**3 dr.**
Alcohol	**1 pint.**

According to Park,[22] milder forms of hyperhidrosis of the feet may be relieved by the use of the following creamy lotion which is easy to apply and leaves a liberal residue of powder on drying:

Methenamine	**0.5 part**
Tragacanth	**0.5 "**
Talc	**25.0 parts**
Water	**74.0 "**

In the type of hyperhidrosis which leaves the feet in a raw and tender condition, preparations like the following are used:[13]

Calamine	**175 gr.**
Wool fat	**35 gr.**

Oleic acid	**20 minims**
Peanut oil	**4 fl. oz.**
Solution of calcium hydroxide, to make	**8 oz.**

The treatment of bromidrosis is also within the realm of podiatry care. As aptly stated by Madden,[23] bromidrosis can be described as hyperhidrosis with an odor. In his opinion, the causes and treatment for the two conditions are essentially the same. However, there are a number of preparations which are more or less specifically intended for use in cases of bromidrosis. For example, it has been suggested[3] that a solution of 5 per cent formalin in alcohol be applied as a lotion two or three times each week to combat malodorous perspiration. This treatment should be discontinued if the skin shows a tendency to become dry or leathery. Another type of foot perspiration deodorant-acting liquid is given by Goodman,[14] as follows:

Acetic acid	**4 parts**
Isopropyl alcohol	**50 "**
Cologne water, to make	**100 "**

A powder, to be used for like purposes, is made from:

Paraformaldehyde	**4 parts**
Tannic acid	**6 "**
Boric acid	**1 part**
Purified silicious earth (finer than 325 mesh)	**5 parts**
Bentonite	**5 "**
Magnesium carbonate	**10 "**
Magnesium stearate	**10 "**
Precipitated chalk	**10 "**
Talc, to make	**100 "**

Much simpler is the following semi-official foot powder for treating foul odors:[9]

Zinc peroxide	**100 Gm.**
Sodium perborate	**150 "**
Boric acid	**250 "**
Bentonite	**500 "**

The chiropodist is all too familiar with epidermophytosis or athlete's foot. It is not possible, in a review such as this, to go into the details which this prevalent fungus condition warrants. Many drugs, in many combinations, are applied as pastes, ointments, paints, lotions and powders in the treatment of this after resistant and recurrent condition.[24-25] As noted by Downing,[26] there are numerous fungicidal remedies ranging from dangerous compounds, like camphor and phenol, to organic aids found in the sweat (e.g. undecylic and propionic acids). He stresses that intelligent treatment of mycotic infections necessitates a correct diagnosis, a thorough knowledge of the therapeutic action of a few drugs and the evidence of powerful compounds. Skilled podiatrists know the importance of this last warning, especially in the case of diabetic patients and those with peripheral vascular disorders.

LEATHER

Its Importance in Perfume Formulae

It has been correctly stated that the value of the odor of Leather was not fully appreciated until SYNAROME created their synthetic *CUIRS* which are animal in origin and not from the usual birch tar with its attendant bitter odor of Creosote.

SYNAROME'S CUIR 445
SYNAROME'S CUIR H.F.
SYNAROME'S CUIR de RUSSIE

. . . when used appropriately as a modifier, any of the above enriches the perfume and makes it outstanding.

As an actual demonstration, permit us to send you a package containing three samples: #1 Base #341, a well-balanced compound costing $9.00 per pound; #2, the same compound containing 10% SYNAROME'S CUIR de RUSSIE; and #3, a Sample of CUIR de RUSSIE SYNAROME.

With these samples before you, you will have some idea of the use of *these Leather odors* in perfumery.

BUSH AROMATICS, Inc.

136 Liberty Street
New York 6, N. Y.

SOLE AGENTS

HUISKING
SINCE 1910
Pharmaceutical Industrial
CHEMICALS
DRUGS · · · · OILS · · · · VITAMINS · · · · ETC.
• Import and Export Merchants •
BUYING AGENTS FOR LEADING FOREIGN HOUSES
SELLING AGENTS FOR AMERICAN MANUFACTURERS

MANUFACTURERS' DISTRIBUTORS of

CAMPHOR USP, Du Pont, *Powder & Tablets*
MENTHOL CRYSTALS USP
Brazilian, Chinese & Japanese
HYOSCINE HYDROBROMIDE USP, *F. G. & D.*
SULFUR PRECIPITATED USP, *Sylvania*
NAPHTHALENE REFINED *Balls, Flakes & Chipped*
COPPER SULFATE, *Crystals & Powder*
MAGNESIUM CARBONATE USP, *Blocks, Imported*

INSECTICIDES
COAL TAR DISINFECTANTS
OIL CAMPHOR WHITE
SUGAR OF MILK USP, *Powder*
PAPAIN
SPERMACETI USP
HAARLEM OIL
BEESWAX U.S.P., *Yellow and Bleached*
SAFFRON, *Spanish*
BISMUTH SALTS
IODIDES

CHAS. L. HUISKING & CO., INC.
155 VARICK STREET, NEW YORK 13, N. Y.
Chicago Office 561 E. ILLINOIS ST.
Cable Address: HUISKING, NEW YORK
LONDON AGENTS: Wheeler & Huisking, Ltd., 26 Great Tower St., London, E.C. 3, England

SINCE 1872
PEDER DEVOLD
Finest Norwegian
COD LIVER OIL USP
OILS OF ALL POTENCIES • STANDARDIZED • VITAMIN-TESTED
"The Choice of Careful Bottlers Everywhere"
FROM CAN TO CARLOAD QUANTITIES

PEDER DEVOLD
PURE NORWEGIAN
COD LIVER OIL U.S.P. 1 Gal. Cans
Handy—Attractively Lithographed
They contain only the finest, freshest, most palatable oil Norway can produce. Vitamin-tested here. A favorite with the Drug Trade here and abroad. Packed 10 to sturdy shipping case.
VITAMINE BRAND OILS (Fortified Poultry C.L.O.)
DEVOLD VITAMIN A & D FEEDING OILS
DEVOLD DRY D_3 (For Poultry Feeds)
VITAMIN D_2 In Oil
VITAMIN A & D CONCENTRATES
PURE WHEAT GERM OIL

IMPORT P.D. EXPORT
PEDER DEVOLD OIL COMPANY
DIVISION OF CHAS. L. HUISKING & CO., INC.
155 Varick St., New York 13, N. Y. Cable Address: VITAMINE, New York

SANTONIN N.F. VIII
Meeting Requirements of International Pharmacopoeias
ALKALOIDS of AMERICAN MANUFACTURE
SANTONINE COMPANY OF AMERICA
DIVISION OF CHAS. L. HUISKING & CO., INC.
155 VARICK STREET, NEW YORK 13, N. Y. Cable Address SANTONICUS, N. Y.

Authorities[27] on the treatment of dermatophytosis are of the opinion that most of the old drugs are still most effective. This is in line with studies[28] which showed that the "old reliable" Whitfield's ointment, and also boric acid powder, stood up well as fungicidal preparations when compared with more recent products like sodium propionate and metacresyl acetate ("Cresatin"). Rosenstein[13] has remarked that some of the recently marketed products have shown good results in connection with the scaling type of epidermophytosis. However, the sodden macerated type responds more favorably to the action of the aniline dyes (e.g. gentian violet). The most stubborn type of epidermophytosis, the hyperkeratotic type, is usually treated with whitfield's ointment, which is still considered to be ideally suitable for this particular type of infection.

Pruritus or itching is another dermatological condition often treated by the podiatrist. Aside from the pruritus associated with a particular skin disease, itching may occur on skin which appears normal. There are various types of preparations which the chiropodist may employ or provide for treating this troublesome condition. For example, a "shape" lotion, to be freely applied to the itching surfaces, can be made from:[9]

Chloral hydrate	**44 Gm.**
Camphor	**22 "**
Glycerine	**325 cc.**
Water, to make	**1000 cc.**

If a medicated powder to relieve itching surfaces is required, the following formula, given in the same source, may be employed:

Menthol	**5.5 Gm.**
Phenol	**3.8 "**
Alcohol	**15.0 cc.**
Zinc stearate	**330.0 Gm.**
Boric acid, powdered	**650.0 "**

Also of interest is the following prescription suggested by Downing[26] as useful for localized pruritic areas:

Menthol	**0.3 part**
Boric acid ointment	**30.0 parts**
Rose water ointment	**30.0 "**

Local anesthetics are one class of preparation used in chiropody in which, according to Rosenstein,[13] there is considerable room for improvement. Such preparations are frequently required to produce local numbness in the treatment of hard and soft corns, ingrowing toenails, and other painful conditions of the feet. He feels that the use of ethyl chloride as a surface anesthetizing agent is associated with many disadvantages. In addition to ethyl chloride, the chiropodist may also use other low temperature evaporating agents which produce temporary local anesthesia by "freezing" the treated area.[3] These include ethyl bromide, carbon dioxide snow and the A. C. E. mixture. This last consists of:

Alcohol	**1 part**

Chloroform	**2 parts**
Ether	**3 "**

The podiatrist may also employ the injection types of local anesthetics, like cocaine and similar compounds. In addition he may sometimes resort to a topically-applied anesthetic preparation, like the following[9]

Butacaine sulfate	**20 Gm.**
Menthol	**50 "**
Camphor	**50 "**
Benzyl alcohol	**350 cc.**
Alcohol	**300 "**
Acetone, to make	**1,000 "**

An important part of a chiropodist's training and work is concerned with the application of bandages, strappings and padding. Because of this, he is very much interested in preparations that will facilitate his task, improve the effectiveness of the dressing and prevent irritation from adhesive tape. One of the most useful preparations in this connection is Compound Tincture of Benzoin U.S.P. For example, when applying flannel bandages, the preparation may be painted on the skin to prevent the bandage from slipping.[29] Painting the benzoin preparation on the skin prior to adhesive taping or strapping is an expedient used by many experienced men to avoid irritation and facilitate removal.

Other special products have been developed to serve such functions. One such, known as Goldwag's Compound Resin Adhesive Paint,[9] is applied to the skin prior to adhesive strapping. It consists of:

Guaiac, powdered	**45 Gm.**
Myrrh, powdered	**45 "**
Mastic, powdered	**90 "**
Ethyl cellulose	**60 "**
Isopropyl alcohol	**250 cc.**
Acitone, to make	**1,000 "**

Of decided interest in this connection are the recent attacks on the problem of adhesive tape irritation. Peck and his associates,[39] for example, have tackled the problem of the mechanism by which adhesive plaster irritation is produced. Humphries[31] has gone a step further. He has discovered that the addition of zinc salts of propionic and caprylic acids to an adhesive tape formula seems to be a distinct advantage in that it causes better adhesion, less pruritus, marked reduction in adhesive tape dermatitis, and less skin maceration. Products based on these findings are now on the market.

While on the subject of dressings and bandages, mention should also be made of a product which has been recommended[25] for fissures, abrasions and blisters on the feet. This consists of gauze impregnated with the following composition:

Sulfathiazole	**5.0 parts**
Tannic acid	**10.0 "**
Propylene glycol	**25.0 "**
"Carbowax 1500"	**25.0 "**
"Carbowax 4000"	**35.0 "**

POLAK'S
FRUTAL WORKS
INC.

ESSENTIAL OILS

AROMATIC CHEMICALS

PERFUME BASES

POLAK'S FRUTAL WORKS
INC.
36-14 35th St., Long Island City 1, N. Y.
Factory at Middletown, N. Y.
Stocks carried in:
Chicago San Francisco Los Angeles

It is obvious, of course, that this review hardly covers the wide range of the rather specialized products required or dispensed by the chiropodist. However, this discussion, together with other reviews[32] of foot care products published in this journal, should provide an indicative picture.

BIBLIOGRAPHY

1. Editorial: New York State J. Med. 44:301, 1944
2. Editorial: J. Nat. Assoc. Chirop. 38:28, April, 1948
3. Lewi, M. J.: "Modern Foot Therapy," New York, Modern Foot Therapy Publishing Co., 1948
4. Tarara, E. L.: J.: J. Nat. Assoc. Chirop. 38:21, Oct. 1948
5. Anon.: J. Nat. Assoc. Chirop. 38:21, Feb., 1948
6. Allen, E. V., Barker, N. W. & Hines, E. A., Jr.: "Peripheral Vascular Diseases," Philadelphia, W. B. Saunders Co., 1946, pp. 796-800
7. Editorial: J. Nat. Assoc. Chirop. 38:26, Dec., 1948
8. Rakow, R. B.: J. Nat. Assoc. Chirop. 38:19, Dec., 1948
9. Anon.: "Pharmaceutical Recipe Book," Ed. 3, Washington, Amer. Pharm. Assoc., 1943, pp. 312-9
10. Goldwag, H. L.: J. Nat. Assoc. Chirop. 32:14, March 1942
11. Lesser, M. A.: Drug & Cosmetic Ind. 64:42, 1949
12. Goodman, H.: "Cosmetic Dermatology," New York, McGraw-Hill Book Co., 1936, pp 294-302, 413
13. Rosenstein, H.: Chem. Prod., Oct. 1948, also Australasian Pharm. Notes & News. 28:5, Jan., 1949
14. Goodman, H.: Merck Report 57:14, July, 1948
15. Goodman, H.: New York State Pharm. 21:34, Aug. 1946
16. Schmier, A. A.: Am. J. Surg. 72:668, 1946
17. Cosen, L.: Ann. West. Med. & Surg. 1:119, 1947
18. Anon.: J. Padiatry, 8:88, March, 1947
19. Pillsbury, D. M., Sulzberger, M. B. & Livingood, C. S.: "Manual of Dermatology," Philadelphia, Saunders, 1943, pp. 212-3, 40, 363-4
20. Foerster, H. A.: J. Nat. Assoc. Chirop. 39:26, Jan. 1949
21. Underwood, G. B., et al: J. A. M. A. 130:249, 1946
22. Park, R. G.: Arch. Dermat. & Syph. 48:538, 1943
23. Madden, J. F.: J. A. M. A. 124:743, 1944
24. Walters, J. D.: J. Nat. Assoc. Chirop. 29:5, Sept., 1939
25. Special Report: Med Times 76:197, May 1948
26. Downing, J. G.: Am. Pract. 2:357, 1948
27. Montgomery, R. M. & Casper, E. A.: J. A. M. A. 128:77, 1945
28. Weidman, F. D. et al.: J. A. M. A. 128:805, 1945
29. Cosen, L. N.: Milit. Surg. 91:196, 1942
30. Peck, S. M. et al: J. Investig. Dermat. 10:367, 1948
31. Humphries, R. E.: J. Investig. Dermat. 9:219, 1947
32. Lesser, M. A.: Drug & Cosmetic Ind. 46:165, 1940; ibid. 53:272, 1943

How We Run a Sales Meeting

(*Continued from page 155*)

on a given topic and that they be in readiness to appear before the sales meeting. This idea is not original, I admit, but it is my impression that it is not used extensively in the pharmaceutical business. In the event that you have never tried it, give it a try and I'll wager you will be amazed at some of the sales slants, ideas, and well thought-out plans which will come forth from members of your own sales force. Two or three sales representatives, with 15 minutes each, is about the right participation on a program, and granting that not all will hit the bull's eye, it is refreshing to see how eagerly the other "reps" take in what is said, and it is likewise gratifying to observe the notes that are taken.

"How We Run A Sales Meeting!" We have the usual blackboard, with the usual chalk and eraser. We start promptly at 9:00 A.M. and try to close promptly at 5:00 P.M. (Seriously, we adhere as rigidly as possible to our program). Paper and pencils are furnished for note taking; cigarettes and cigars are usually on the table to lend an air of conference to the meeting. Visual aids are sometimes employed, but not always. Outlines of talks are sometimes available, but not in all instances. A very full, and usually crowded program, is the rule rather than the exception. Operating on the theory that it is easier to lead men than to drive them, we have endeavored to make our sales meetings such that

the men would be given information, that they would be aware of our thinking and desires as to sales tasks assigned to them, and that they would realize through the exchange of ideas they would be better able to cope with the sales problems that confront them. The latter thought is paramount with us, i.e., the exchange of ideas.

Having been on the receiving end of talks by sales managers in this ethical drug manufacturing field, I am positive that one-man dominance is not desirable. Hence, our meetings attempt to provide a change of pace by having more than just the sales manager on the program. With the thought of developing our district managers and allowing them to exercise certain prerogatives and responsibilities, we save ourselves considerable detail, and at the same time they enhance their own standing with the men they work with and supervise. By placing some of the men on the program, a feeling of "belonging" and the satisfaction of contributing to the common good is experienced by them.

New Development in Fibre Containers

(*Continued from page 157*)

optimum durometer characteristics, inks that will give full coverage with a "kiss impression" and feed rolls and other printing press parts that will function accurately at high speed without distortion of the corrugations. In many cases, shippers have consented to a revision of their printing copy to eliminate the large areas of solid color and the use of horizontal border lines which often form a starting point for failure in the compression tester. Narrow flap scores are replacing the wider ones in order that the compression load can be transmitted to the side walls with an absolute minimum of deflection. Deflection is not just a laboratory term—it relates directly to crushing of the contents. The box maker is also improving the technique of corrugating in such a way as to avoid skips in the adhesion due to finger lines. These breaks also form starting points for compression failures.

One of the factors that has influenced the development of the high compression box is the super-market. The self-service customer will not pick up a crushed carton if a perfect one is visible, or, if this is not available, may even go to another brand, whereas in the ordinary store a clerk can often "get away" with a dented carton. It is obvious, therefore, that packaged merchandise in a super-market must be in perfect condition at the point of sale, and probably nothing is more conducive to damaged cartons than crushing of the shipping container. Many large shippers have developed formulas for their compression test requirements on the corrugated boxes they purchase, and at the Atlantic City conference, Mr. Balkema of Colgate-Palmolive-Peet passed out a set of charts showing what top and end compression figures should be expected from good

SIPON L20

A LAURYL ALCOHOL SULFATE
IN LIQUID FORM

The perfect base for shampoos and cosmetics, available for immediate delivery.

Ask for information and sample

AMERICAN ALCOLAC CORPORATION
51 East 73rd St., New York 21
Phone REgent 7-8228—7-8145

Processes and Uses Covered by U. S. Patents

GELLOID

(PURE CALCIUM CARRAGHEEN SULFATE)

A purified dehydrated extract of specific types of Sea Moss conforming to all specifications of Pure Food Drug and Cosmetic Act.

Excellent as
- Emulsifying Agent
- Thickening Agent
- Stabilizing Agent

For Essential Oil Emulsions, Paste Dentifrices, Hand Lotions, etc. Compatible with Alcohol (30%) and Glycerin.

Ask for Samples and Further Details

WOLF BRAND PRODUCTS
JACQUES WOLF & CO.
Chemicals PASSAIC, N. J.

boxes made of A, B and C Flute and 125, 175, 200 and 275 test board.

Testing

Fatigue Under Compression

As already mentioned, the compression testing of corrugated containers has become a very well-known subject, but it is not always remembered that the average compression tester carried the box to failure in an exceedingly short time, whereas loaded boxes stacked in a warehouse may have a different effect on the bottom tier than is reflected on a laboratory tester. This effect has been described as "fatigue" and the Container Laboratories, Inc., have recently carried out some research which indicates that over a period of time, the lower boxes in a warehouse stack will not withstand all of the load indicated by the compression tester.

Mullen

The venerable Mullen tester is still the official instrument, and is still being criticised for its many variables. Everyone who has used the Mullen probably knows that the results can be manipulated in many different ways such as speed, clamp pressure and other so-called tricks. Actually the Mullen was originally invented to test a single sheet of paper rather than the combined structure of double faced and double wall corrugated board. Nevertheless, there have been some very notable developments in the very recent past in connection with standardizing the application of the Mullen test and this work is still in progress. Much of it is being carried out at the Institute of Paper Chemistry in cooperation with various industry trade associations and professional society committees. As might be expected, they have found that the most important variable is clamp pressure. Briefly the work to date has resulted in a standardized procedure for applying this clamp pressure, and within the near future it is expected that this procedure will be published. These studies have shown that clamp pressure can lead to errors of 15 to 20 per cent, while improper gauge calibration may run even higher. The rubber diaphragm can be responsible for a 15 per cent error, the non-alignment of top and bottom platens 10 per cent, while the rate of loading, either by hand or electric motor, can also lead to certain errors.

G. E. Tester

This machine, sometimes referred to as the Beach Puncture Tester, has had a checkered career. When first developed, it was received very cooly. and then about a year or two ago it attracted a lot of attention due to the hope that its results would correlate with most of the other tests, especially those of the finished box. Additional experience, however, was disappointing, but at the present time there seems to be a renewed interest in this tester, especially in the application known as the stiffness test which is related to the amount of penetration made by the plunger after the board has been initially ruptured.

Impact and Vibration Tests

These are not new, so it is sufficient merely to state that both of these tests are increasing in popularity. This is especially true of the Vibration Package Tester manufactured by the L.A.B. Corp. of Summit, N. J. The Porcelain Enamel Institute is advocating this as one of two performance tests for possible inclusion in the Freight Classification—the other being either a drop test or an impact test. Incidentally, the L.A.B. Corp. is also prepared to quote on and to manufacture the CONBUR Impact Tester.

Ring Compression

This is also a well-known test, involving the edgewise crushing of a ribbon of paper formed into a circle. Recent work with this test has indicated that ring compression results on corrugating medium have little value as far as predicting ultimate box compression, but when applied to liners the results are much more closely related to the compression strength of the finished box.

Torsion Tear Test

This is an interesting new test, now under development, which measures the resistance of corrugated board to *continued tear*. It permits of an estimate of the damage caused by creasing when the test is applied to creased and uncreased samples. A commercial model of this instrument is now available to those interested in its procurement.

Pendulum Impact Test

This is another new device for measuring the resistance of the flap crease to repeated and controlled impacts.

Single Flute Tester

Research is now being carried out on another instrument for testing the corrugating medium. The method involves the formation of a single flute under heat and pressure and the subsequent evaluation of its corrugated quality by means of a flat crush test. If successful, this device will permit .009 to be tested prior to going through the corrugator.

Expendable Corrugated Pallets and "Power Packs"

The May 30th issue of Life Magazine carried an illustrated description of the Ferguson Tractor Plant where everything possible is handled on pallets with fork trucks and where the speed of the assembly line has been greatly increased by this modern method of materials handling. There was only one thing wrong with the picture, and that is that all the pallets were made of wood. In order to cash in completely on the advantage of palletized loads, it is essential that this load goes into the freight car and out again at destinations as a palletized unit. The cost of wooden pallets is so high, however, that it is not economical to give away 20 or 30 of them in every carload. This has forced the development of inexpensive fibreboard pallets costing in the neighborhood of $1.00 each, which can be discarded after one trip. There has been some publicity on

KOMMON/ SCENTS!

Economy seems to be the watch word of the day, from Your Uncle Sam to your Cousin Susie. Business men who haven't earned a quarter in years are now spending a fortune to find ways to save the money they haven't got.

•

Unification of the Armed Forces has saved the Federal Government a fortune in carbon paper alone. Savings would have been even greater except for the high cost of propaganda against disarmament as an economy measure.

•

Even warfare gives promise of more economical conduct. Only last month Major General Vaughn sublimated greater belligerence by only threatening to punch the nose of a newspaper photographer. It seems the General didn't consider economy the real reason why the photographers or news reporters asked who paid for his boat trip to Guatemala. (No newspaperman would dare ask such a question of a General in Argentina!)

•

Even the sports world is economy conscious: The leading baseball pitchers are giving fewer hits; the star sprinters are running distances in less time, and whereas Joe Louis fights used to get a $50.00 top, nobody will give a plugged nickel for the new heavyweight champ.

•

The movies, of course, have made an art out of economy. Robert Taylor, Ingrid Bergman and Bing Crosby are now used as decoys on the screen, to prevent the audience from discovering they're getting less popcorn for their money. (Quite accidently, one recent movie was so good it was cited by both the Academy Awards Committee and the Un-American Activities Committee).

•

Only the Cosmetic Industry shows dignity in making economic adjustments. The red ink of post-war bookkeeping will probably be used in the future as the base for a new lipstick. Then, some high-powered agency will be hired to advertise: "An Exotic New Cosmetic—'Lost For Words'!"

George Fiedler

KELTON

Cosmetic Company

230 West 17th Street
New York 11, N. Y.

763 So. Los Angeles Street
Los Angeles 14, Calif.

Private Label Manufacturers Exclusively
Covered by Product Liability Insurance

EDW. S. BURKE J. F. HOLLYWOOD

EDW. S. BURKE

Established 1917

65 PINE STREET, NEW YORK 5, N. Y.

Representing:

CARUS CHEMICAL CO., INC.

Potassium Permanganate, U.S.P. and Technical.
Hydroquinone, Photographic and Technical.
Sodium Benzoate, U.S.P. and Technical.
Acid Benzoic, U.S.P. and Technical.

Representing:

BENZOL PRODUCTS CO.

Aminophylline U.S.P.
Theophylline U.S.P.
Phenobarbital U.S.P.
Sodium Phenobarbital U.S.P.
And Other Fine Pharmaceuticals.

GREEFF

RUTIN

exclusive sales agents for

Keystone Chemical Corporation

Bethlehem, Pa.

R. W. GREEFF & CO., INC.

10 ROCKEFELLER PLAZA, NEW YORK, N. Y.
TRIBUNE TOWER, CHICAGO, ILLINOIS

such a pallet made of corrugated sheets separated by fibre posts. These posts are simply lengths of wound tubing sawed into 4″ sections and are, therefore, necessarily thin walled and small in diameter. An improvement is the Addison-Semmes pallet where the posts are made of wound and glued single face corrugated with thick walls and large diameter. Ordinarily 9 posts are used on a standard 48 x 40 pallet. A variation is to use a corrugated tray as the top sheet, then after a 4 ft. deep tube 48 x 40 is set in this tray and fitted with partitions, pads or more trays, the unit becomes what is known as a "Power Pack" and can be used to deliver large quantities of merchandise as a unit load. The top of the deep tube is usually covered with another inverted slotted tray and the whole unit bound to the pallet with metal straps. This not only effects considerable savings in handling and freight, but also is an enormous convenience on assembly lines because one of these unit loads is easily opened and can keep the assembly line busy for a considerable time as compared with the present method of receiving a few units in an ordinary size corrugated box, with the result that another individual box has to be broken open every few minutes. These Addison-Semmes Pallets and Power Packs are now being manufactured in various parts of the country, and additional outlets are being planned so that users will eventually be able to purchase them nearby. Information regarding the nearest location can be secured from the Addison-Semmes Corp., Racine, Wisconsin.

New Container Designs

End Opening Case

During the war when corrugated was in limited supply, the WPB urged shippers to open their cases wherever possible on the small end in order to reduce flap area and save square footage. This resulted in some significant changes in packaging methods including reversal of the corrugation direction to give stacking strength and the development of sealing presses that would seal flaps while the box was in a horizontal position. In many cases these economies have proved to be so practical that they not only have persisted to the present day, but alert shippers are studying their packages to see if advantage can be taken of this economical shape. This is especially true in the soap industry.

Geisler Economy Blank

This new box is delivered to the customer as a flat sheet which resembles an RSC blank. The novelty of this development, however, is a patent applied for machine which is installed in the shipper's plant and which folds the blank into box form, inserts the contents and closes the lid with a single row of stitches.

While this resumé has made no attempt to cover all of the new developments in fibre containers, it is hoped that it will cause shippers to take another look at their present containers to make sure that they are taking advantage of all of the new technical developments which seem to be coming in at an ever increasing rate.

Britain's Cosmetic Growth

(Continued from page 160)

petitive prices, their highly organized industry will be able to hold its own in world markets.

Technical Advances

The recent history of the cosmetics industry in the United Kingdom has been characterized by the replacement of older type products by something newer, better and safer. Today, the demand for creams, lotions and other products for "beauty culture" has assumed vast proportions, largely as a result of the progress realized in recent years in the arts of perfumery in conjunction with a better appreciation of the dermatological factors involved in the application of these preparations. Such problems as the complex nature of lanolin and the isolation of the cholesterols and related bodies have been the subject of considerable research. Fatty alcohols have opened up an entirely new field, both for cream production and for the making of detergents. Many of these newer materials were first manufactured abroad, but when Britain's cosmetic chemists were thrown upon their own resources during World War II they began to manufacture glyceryl monostearate, fatty alcohols, sulfated fatty alcohols, and practically all the newer emulsifying agents and detergents.

Perhaps the greatest single advance in the British perfumery and cosmetics industry during recent years is to be seen in the vast improvement in equipment at the disposal of the cosmetic chemist. Normal laboratory equipment now includes miniature triple-roller milling machines, homogenizers, mixing, grinding, and sifting machinery—a few of the many items that were not generally available before World War II. The cosmetic chemist has also at his disposal special research facilities for carrying on complete scientific investigations into the technical aspects of cosmetics from every angle, e.g., physical, dermatological, and colloid.

Role of Essential Oils

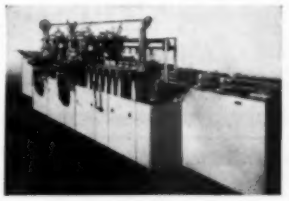
There are very few industries in which essential oils do not play some part. To cosmetic makers, quality is of vital importance and the oils produced in Britain are accepted throughout the world as setting a high standard of excellence. In addition to the distillation of oils from raw maerials and to the re-processing of imported oils, British makers spcialize in the production of highly concentrated products in the manufacture of which skill and experience play a large part. During World War II the shortage of raw materials forced them to rely very largely on British made products for such operations as perfume blending, with the result that they have made the vast field of aromatics and isolates a highly specialized industry. Many artificially made perfumery products hitherto purchased from Continental and other sources are now produced in Britain for both home trade and export.

WORLD LABELERS

WORLD'S RECORD

for dependable, low-cost labeling helps you select the best Labeler in the WORLD for your purpose

Whatever your requirements, there's one Labeler that's best in the WORLD for you. For example:



WORLD *Bee-Line* for all sizes and shapes of front and back, body, shoulder and neck labels and of containers; production up to 2 a second or even faster. Model 40 *Bee-Line* is ideal for gallon bottles or jugs.

WORLD *Turret* for fine quality low-cost labeling of a variety of container shapes and sizes. Applies front body labels, neck labels or all around neck wraps simultaneously when desired.

WORLD *Model S* Semi-Automatic applies all kinds of labels to all sizes of containers; provides flexible, dependable and easy operation by unskilled workers.

The best Labeler in the WORLD for you is a long-term gilt-edge investment. Operating and maintenance cost is exceedingly low. Send a sample of your container(s) and label(s) for recommendations and cost estimates.

"YOU GET THE BEST LABELERS IN THE WORLD"

ECONOMIC MACHINERY COMPANY

Builders of World Automatic and Semi-Automatic Labelers for Every Purpose

WORCESTER, MASSACHUSETTS

FOUNDED T & B 1856

GUMS

The Symbol of Standardization

ARABIC
TRAGACANTH
KARAYA

WHOLE GUM—Cleaned and repacked before shipment.

POWDERED GRADES—Standardized by milling under strict laboratory control.

GRAIN GUMS—Graded to uniformity and standardized.

T & B STANDARDIZED GUMS are your best protection against production difficulties.

All Powdered Gums Standardized by Laboratory Control

THURSTON & BRAIDICH
286 Spring Street **New York 13**
Represented in Chicago by A. C. Drury & Co., Inc.

R. GESELL
INCORPORATED

Manufacturing
Chemists

★

Specializing In Private
Formula Work

★

200 WEST HOUSTON ST.
NEW YORK 14, N. Y.

Product Handling at Myerstown

(*Continued from page 149*)

four high, depending on overhead space. In loading over-the-road trucks, the fork truck moves palletized loads up to and directly inside the body of the truck placing the pallets on roller conveyors which enable the load to be moved to the interior of the main body of the truck. The loads are de-palletized and stowed by the truckmen. Batteries are charged at night at a central station, being in charge of the plant electrician. Facilities for battery change are provided by means of a waist-high rack on which the batteries are slid directly from the body of the fork truck.

Subpoena Power Under F.T.C. Act

(*Continued from page 147*)

principally with the most effective and efficient enforcement of the law, and if this can be accomplished in the drug aspects of the law without such an amendment, they would not be likely to request an amendment for this phase of enforcement, or to use such an amendment if it were enacted. Perhaps they could use such an amendment only when necessary, relying upon voluntary appearances when such a method is satisfactory. It seems too bad that the fine spirit of cooperation that has long existed between the FDA and the drug manufacturers should be jeopardized merely because this spirit does not exist in the food industry with regard to the very vital establishment of food standards as required by the Act. Then of course the real reason why the Amendment is proposed has nothing to do with the Food and Drug Administration itself, but merely with some interested parties in the State of Wisconsin who do not care how many applecarts they upset so long as they can get their products to market at good prices.

We hold no brief for the improper substitution of chemicals for natural products in the formulation of food products. But neither do we hold any brief with dairy or other other lobbies who try to force continued use of their products at high prices when cheaper ones are available. We admit that the establishment of food standards, with which the FDA is charged under the Act, is no simple task, and that the FDA needs all the help it can get in the accomplishment of this work. Under such circumstances, the FDA is not to be blamed for welcoming the proposal of an amendment that might simplify their job. However, it would seem that some provision should be made to limit application of this amendment to the place where it is needed at the present time, namely the food provisions of the act. There is no valid reason why the drug manufacturers should be made to suffer for a condition which is not part of their industry and for which they are in no way to blame.

Employees and Patent Rights

(*Continued from page 161*)

for engineering services required that they agree to assign any resulting inventions to Colgate. Shortly before leaving Colgate, Marshall indicated his acquiescence in the company policy by commenting, with reference to a draft of a written agreement to assign inventions to be executed by employees required to assign inventions, that it was something "we are trying to formulate." The Judge thought that the evidence clearly showed that there was a consistent practice in Marshall's division of filing and assigning applications on patentable inventions and that Marshall enforced it and complied with it himself.

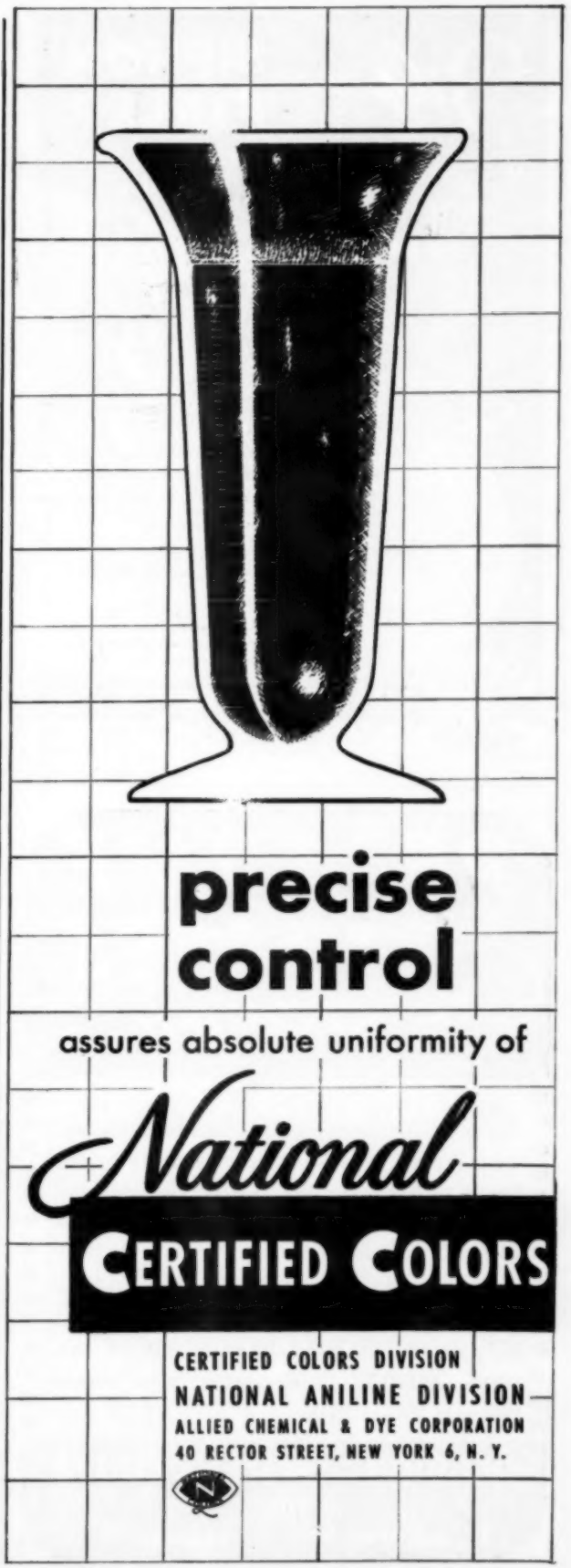
Notwithstanding the foregoing, Marshall again and again in his testimony referred to an understanding relative to his rights to the inventions in controversy. This understanding, he alleged, was reached orally in a conversation with the Vice-president in charge of production. Under cross-examination Marshall relied upon a certain letter as the basis of the understanding. This letter was a request that Marshall, for financial reasons, be permitted to retain title to patents on certain inventions which are the ones involved in the suit. Colgate did not reply to this letter until after it received another letter from Marshall eight months later. Marshall contended that this failure to reply to his letter constituted acceptance by Colgate of the alleged understanding.

The Facts as to the Floating Soap Project

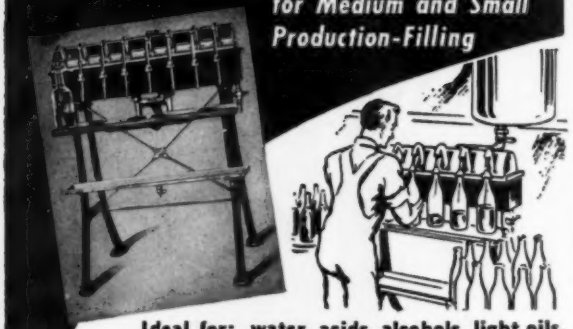
Prior to and continuing during Marshall's employment by Colgate the development of an improved floating soap competitive with other products on the market was of great concern to Colgate and was characterized as a "must" by its president. This problem was generally assigned to Marshall independent of the Research and Development Division of Colgate. As a result Marshall proposed to develop a floating soap by the direct introduction of air into plodder, the subject of one of the patent applications in suit. In the connection with developing the idea Marshall made some model parts at home. The Court found that Marshall indicated to other members of Colgate's organization that the work he was doing on the floating soap development in suit was for the benefit of Colgate and that it was part of one floating soap project with the work on the honeycomb bar.

The Facts as to the Combination Bar Project

The second application involved in the suit related to a combination bar formed by uniting a piece of soap and a piece of synthetic detergent (VEL), The combining of VEL and soap in some way was an important problem with Colgate. The problem was assigned to Marshall at the same time as that of developing



Filpaco SIPHON FILLER
for Medium and Small Production-Filling



Ideal for: water, acids, alcohols, light oils, chemicals, medicinals, liquid soap.

- Fills all styles and sizes of containers ranging in size from 2 oz. to one gallon.
- Uniform filling of every container.
- No pumps required.
- Economical—Efficient—Durable.

Write today for our illustrated literature.

Other "FILPACO" Products:
Filters, stainless steel storage and mixing tanks, fillers, pumps, conveyors, fittings, filter paper, filter cloth, asbestos pads and filter aids.

THE FILTER PAPER CO.
2428 South Michigan Avenue, Chicago 16, Ill.

PERFUME BASES of Merit . . .

CONSTANT research, skillful blending and development of subtle aromatics by the Perfume Chemists of N.B.W. assures the quality of its Essential Oils, Aromatics and Floral Creations.

To be sure of constant high quality and lasting consumer acceptance of your products . . . Rely on NEUMANN-BUSLEE & WOLFE, Inc. where RESULTS have merited your repeat business since 1920.

NEUMANN-BUSLEE & WOLFE INC.
228 W. Huron St. Chicago 10, Ill.

floating soap. The combination bar development was found by the Court to have been treated by Marshall as belonging to Colgate having referred to it as one of the "pioneering elements" to be taken up with the Patent Division of Colgate for patent protection "to guard the company's interest."

The Facts of the Problem of Spraying on Fluidized Particles

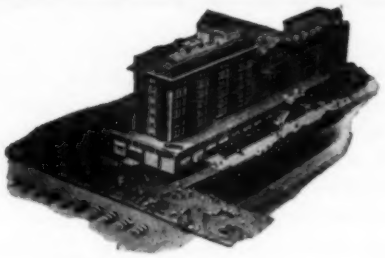
The subject of the third invention involved in the suit has to do with the spraying of solutions on preformed particles (soap particles formed by spray drying), which are maintained in air or gas suspension. The solutions may be builder or soap solutions and the purpose of the process is to increase the size or change the characteristics of the particles subjected to the process. The task of developing a "post-spraying" process was also assigned to Marshall who in a memorandum stated "I want you to know a little history on post-spraying so that you can better appreciate my conscientious efforts to protect our company's interests." In connection with developing the process Marshall proposed to get the services of an outside engineer to assist in the work. This was done and the engineer employed was advised by Marshall that if he made any inventions they were to be assigned to Colgate. The Court found that the post-spraying development represented by the third patent application suit was part of a continuous chain of developments on which work was done by Colgate's employees and at Colgate's expense under Marshall's direction, and that the only work done at home by Marshall on the subject was to study the matters involved. Further, the Court found that the only actual experimental work which Marshall described at the trial as having been done at home was done after the date of filing of the application.

Comments

The Court pointed out that the law on the question involved, viz., does the employee or employer have title to the inventions, was well settled. The problem is in interpreting and reconciling the dispute in the facts. The general rule is that title to an invention made by an employee in the course of his general employment remains in the employee, unless he has agreed, either expressly or impliedly, to transfer ownership to his employer; and in the absence of any such agreement to assign, the employer is entitled merely to a non-exclusive, non-transferable shop right, or irrevocable royalty-free license to use the invention.

But this general rule is subject to certain limitations. If one is employed to devise or perfect an instrument or a means for accomplishing a prescribed result he cannot, after successfully accomplishing the work for which he was employed, plead title thereto as against his employer. That which he has been employed

(*Continued on page 236*)



HOTEL STRAND

ATLANTIC CITY'S
HOTEL of DISTINCTION

Devoted to the wishes of a discriminating clientele and catering to their every want and embracing all the advantages of a delightful boardwalk hotel.

Spacious Colorful Lounges — Sun Tan Decks atop—Open and inclosed Solaria—Salt Water Baths in rooms—Garage on premises. Courteous atmosphere throughout.

Invitation to Delegates Attending Conventions

Visit the
FAMOUS FIESTA LOUNGE—FOOD for EPICURES

OPEN ALL YEAR
Under Ownership Management
Exclusive Penna. Ave. and Boardwalk

Your Best Source

Aromatic Chemicals

Basic Perfume Materials

Years of painstaking research enable us to offer a superior line of perfume materials designed for the discriminating perfumer. Our knowledge is at your disposal. Full information supplied upon request.

SEELEY QUALITY IS STANDARD QUALITY

SEELEY & CO., INC.

136 LIBERTY STREET NEW YORK 6, N.Y.

Factories & Warehouses

NYACK, N. Y. LOS ANGELES, CALIF.

callot sœurs

of Paris

Our perfumes
rare, divine, subtle

Bottled and packaged in France
for you!

Bâo, Mariage D'Amour

DIEU DU JOUR

This last is a newly imported
PURSE FLACON in a French leather case!
1/6 oz. $6.95 (plus tax)
At the very finest stores.

CALLOT SOEURS OF PARIS, INC.

Executive offices 37 E. 58th St., New York 22, N. Y.

Reheis
MEANS FINE CHEMICALS for DRUGS AND COSMETICS
The Reheis Company manufactures fine chemicals specifically for the drug and cosmetic industries.
Reheis has pledged its entire resources . . . a new, modern plant . . . its superb laboratory equipment . . . a staff of thoroughly trained and experienced chemists . . . to the production of fine chemicals that meet all standards of purity and uniformity batch after batch.
Look to Reheis whenever you are looking for fine chemicals. Write today for complete information.
★ Aluminum Hydroxide Gels (powders and pastes) ★
★ Chlorhydrol (a new dermatological astringent) ★
★ Magnesium Hydroxide ★ Magnesium Carbonate ★
★ Magnesium Trisilicate ★
Reheis Company, Inc.
(Formerly Schofield-Donald Co.)
BERKELEY HEIGHTS • NEW JERSEY

Employees and Patent Rights

(Continued from page 234)

and paid to accomplish becomes, when accomplished, the property of the employer. This obligation arises where the employee has been assigned the task of developing a device or process and accepts that assignment. Accordingly, the Court decided against Marshall on its finding that:

1. There was a custom or practice for employees of Colgate to assign inventions to it;
2. Marshall not only knew of this practice but acquiesced in it, complied with it in every instance except with respect to the three inventions involved, enforced it generally in his position as head of a department of Colgate, and even enforced it with respect subordinates working on one of the inventions;
3. The problems covered by the inventions were assigned to Marshall;
4. The inventions were made during Marshall's period of employment and Marshall used Colgate's facilities; and
5. Marshall throughout indicated that the work he was doing was for the benefit of Colgate and that the inventions would be assigned.

The foregoing statements concerning the facts of the Marshall case are all taken from the reported decisions of the lower and upper Courts. These decisions are found at 77 U. S. Patents Quarterly 69 and 81 U. S. Patents Quarterly 517.

HAIR COLORING RINSES: Would you be kind enough to give us a formula and full details regarding the manufacture of colored hair rinses. Your cooperation in this regard will be greatly appreciated? Toronto.

Typical formulas for colored rinses are given by Thomssen in his "Modern Cosmetics." Thus a jet black preparation can be made by weighing out and thoroughly blending:

D & C Black #1	**80 ounces**
D & C Red #13	**12 ounces**
D & C Brown #1	**8 ounces**
Tartaric acid USP	**400 ounces**

Use 30 grains to 1 gallon of water and package accordingly.

If a bronze red product is desired, it may be made along the following lines:

D & C Red #13	**54 ounces**
D & C Brown #1	**39 ounces**
D & C Black #1	**7 ounces**
Citric acid powd. USP	**550 ounces**

Package 40 grains to an envelope.

In making up these tints it is very important that a thorough blend of the colors be obtained and that the package be tight. A favorite method of packaging is in a self-sealing cellophane envelope through the use of which the product may be observed and by the use of which a moisture-proof package is obtained.

READERS' QUESTIONS

ADHESIVE REMOVERS: Recently, I believe it was in DRUG & COSMETIC INDUSTRY, I saw mention of a new solvent that was recommended as an adhesive tape remover. Can you give me the name of this product and tell me where it was originally reported. If possible, could you give me information on other types of adhesive removers? Newark.

The new adhesive remover to which you refer consists of propylene glycol ethyl ether and the report of this substance was included in a paper by A. W. Glick, published in the *Journal of Investigative Dermatology*, 10:399, 1948.

With respect to other types of adhesive removers, as you may know, oil of wintergreen has long been employed to facilitate adhesive tape removal; a little of the oil being applied under the edge of the bandage and gradually worked in as the tape is lifted. Another composition for removing plaster and adhesive tape from the skin consists of a mixture of carbon tetrachloride and about 20% of white oil. If desired, up to 10% of alcohol may be added to the mixture.

STYPTIC POWDER: I am very much interested in preparing a styptic powder for use in preventing excessive bleeding from nicks and cuts during shaving. I understand that alum powder can be used by itself. Is it possible to add medicaments to the alum or to dilute the alum with some other materials. Brooklyn.

You are quite right, alum powder may be used for this purpose. According to Goodman's text "Cosmetic Dermatology," a medicated styptic powder may consist of:

Thymol iodide	50
Alum, enough to make	100

A diluting agent which also provides a more opaque white powder is available in titanium dioxide. It may be used in the following proportions.

Alum	64
Titanium dioxide, enough to make	100

DOUCHE POWDERS: Can you give me formulas for making douche powders, together with the amounts required for making the actual douche solution? Boston.

According to the third edition of the "Pharmaceutical Recipe Book," a douche powder can be prepared from equal parts by weight, of, alum, zinc sulfate, cupric sulfate, boric acid. Reduce the ingredients to a fine powder, mix intimately and pass through a No. 60 sieve. For preparing douches, one teaspoonful is dissolved in a quart of water.

An astringent douche powder given in the same source onsists of:

Sodium borate	575 Gm.
Exsiccated alum	400 Gm.
Phenol	5 Gm.
Thymol	5 Gm.
Menthol	5 Gm.
Eucalyptol	5 cc.
Methyl salicylate	5 cc.

Mix intimately and pass through a No. 60 sieve. For preparing douches, one to two teaspoonfuls are dissolved in a quart of water.

ALKALOIDS

GLUCOSIDES---DRUG EXTRACTIVES

The Recognized Domestic Source of Supply Since 1917

ACONITINE
AGARICIN
ARECOLINE
ASPIDOSPERMINE
ATROPINE
BERBERINE
CHRYSAROBIN
COLCHICINE
DIGITALIN
EPHEDRINE
ESERINE
HOMATROPINE
HYDRASTINE
HYOSCINE
HYOSCYAMINE
LOBELINE
OUABAIN
PICROTOXIN
PILOCARPINE
SANGUINARINE
SPARTEINE
STROPHANTHIN
YOHIMBINE

INLAND ALKALOID CO.
MANUFACTURING CHEMISTS
TIPTON INDIANA U.S.A.

it's a pleasure...
TO STAY AT THE
HOTEL RALEIGH...WHEN IN
WASHINGTON, D.C.
See history in the making. The Pentagon Building, the new Jefferson Monument, the Mellon Art Gallery, and many other points of historic interest. Hotel Raleigh offers elegant comfort, excellent cuisine. 400 air conditioned rooms, reasonable rates. In the heart of official Washington.... Drive into our hotel garage.
HOTEL Raleigh
MIDWAY BETWEEN THE WHITE HOUSE AND THE CAPITOL
ON FAMOUS PENNSYLVANIA AVENUE
SPECIAL COURTESIES TO HONEYMOONERS
Write for booklet or honeymoon brochure to C. C. SCHIFFELER VICE PRESIDENT AND MANAGING DIRECTOR
Or your own travel agent

Patent Thoughts and Trends

(*Continued from page 197*)

such as halogen groups and alkyl groups with one or more carbon atoms but there must be at least one sulfonic radical attached to the aromatic nucleus. Specific compounds mentioned are the sulfonated derivatives of benzene, toluene, polynuclear hydrocarbons of the aromatic or hydro-aromatic series such as naphthalane. More specifically the applicable compounds include benzene sulfonic acid, sodium salt; toluene sulfonic acid, sodium salt; iso-propyl naphthalene sulfonic acid and its salts such as the sodiu salt; etc.

Claim 1 is representative of the coverage given by this patent and follows:

A brushless shaving cream comprising a plastic emulsion of oleaginous and aqueous materials and containing a minor proportion of an aromatic sulfonate.

U. S. 2,195,713 Issued April 2, 1940 for Brushless Shaving Cream Assigned to Rit Products Corporation

This patent is one of a series of patents having substantially the same disclosure, this series including U. S. 2,134,666 U. S. 2,144,884, U. S. 2,164,-717 and U. S. 2,167,180.

This patent deals primarily with the use in brushless shaving creams of compounds having the general formula $(R\text{-}CO\text{-}O)_n\text{-}X$, wherein R is a carbon chain of at least seven carbon atoms which may include its substitution products such as a hydroxy, sulfonic, phosphonic group or groups, and sulfuric and phosphoric acid esters. In this formula, *n* may be one, two or three, depending upon the number of fatty acid radicals present in the compound; X may be hydrogen, an alkyl or alkylene group, or their oxy- or hydroxy substitution products, or their sulfonic or phosphonic acid derivatives or sulfuric or phosphoric acid esters. In any event, the compound as a whole possesss at least one inorganic oxygenated acid radical.

It is of interest to note that this patent points out that while the original application (which matured as U. S. Patent 2,144,884) was directed to the inclusion in a brushless shaving cream of a proportion of any one of the substances coming within the various classifications referred to in the original disclosure, that application was later amended to limit the claims in respect to the character of the emulsifying and wetting agent employed.

Claim 1 appears to be the broadest one of the claims and is given here:

A brushless shaving cream comprising a plastic emulsion of oleaginous material and water, and having included therein a proportion of a chemical compound having oleophillic and hydrophillic groups in the molecule and having the general formula

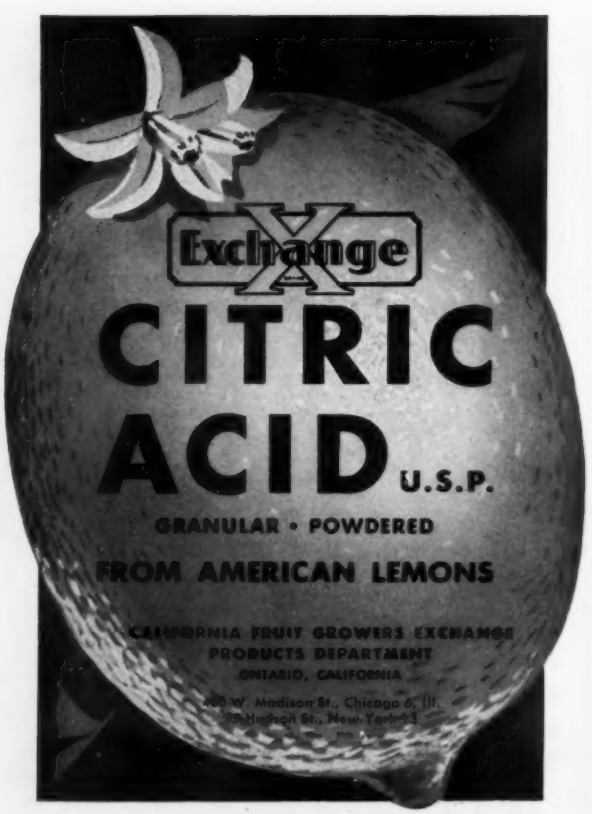
$$(R\text{-}CO\text{-}O)_n\text{-}X$$

wherein R is a hydrocarbon radical with at least seven carbon atoms, its hydroxy and sulfonic substitution products, and sulfuric and phosphoric acid esters; *n* is an integer and stands for one, two or three, and X is hydrogen, an alkyl, alkylol, or alkylene group, the oxy, hydroxy, and sulfonic acid substitution products and their sulfuric and phosphoric acid esters, the compound as a whole having at least one inorganic oxygenated acid radical, the ingredients above-mentioned being present in substantially the following proportions:

Oleaginous material	About 5% to about 30%
Water	About 50% to about 80%
Chemical Compound	About ½% to about 10%

U. S. 2,227,321 Issued December 31, 1940 for Preparation for Applying to the Hair and Skin Preparatory to Dry-Shaving to Arthur D. Robson

This patent deals with the treatment



PRIVATE FORMULA
Tablets and Capsules
BY THE THOUSANDS---
OR BY THE MILLIONS
your product accurately compounded
Over 30 years' experience enables us to render you prompt, accurate, and dependable service in the manufacture of your tablets and hard shell capsules. Our central location expedites delivery to any point in the country. Furnished bulk or packaged.
Vitamin Tablets and Capsules—Tablets—Ointments—Powders
We Invite Your Inquiries
Standard Pharmacal Co.
OF CHICAGO
PRIVATE FORMULA MANUFACTURERS
M. F. Charley, President
847-853 W. JACKSON BLVD.
CHICAGO 7, ILL.

of the skin and beard preparatory to dry-shaving.

This patent notes some of the distinctions between ordinary and dry-shaving. In the former, lather is used in order to soften the beard and to lubricate the hair to facilitate cutting. In dry-shaving, on the other hand, neither softening nor lubricating is necessary or desirable, bettter results being obtained with unsoftened skin. As a matter of fact, the patent is directed to increasing the stiffness of the hair and skin to prepare them better for dry-shaving. For this purpose a liquid dispersion of a water-soluble alkyl cellulose ether in an appropriate vehicle, such as a mixture of ethyl alcohol and water, forming a liquid or jelly which on evaporation of the vehicle after application stiffens and hardens the hair and skin is employed.

Claim 1 is representative and follows:

A preparation for applying to the hair and skin preparatory to dry-shaving which comprises a liquid dispersion of a water soluble alkyl cellulose ether in aqueous alcohol, said preparation, after application to the hair and skin and evaporation of the aqueous alcohol, leaving a discontinuous film which stiffens the hair.

U. S. 2,292,417, U. S. 2,292,418 and U. S. 2,292,419 for Combined Razor and Shaving Preparation Assigned to Richard F. Grant and Benton H. Grant

If Mr. Herbert E, Wetherbee, the inventor named in the-above-identified three patents, has his way all that the males need do is to wash their faces and then pick up a combination blade-shaving preparation and go to work. No longer will it be necessary to use separate razor blades and shaving preparations. Also, according to Mr. Wetherbee, his technique is superior to electric razors on account of the cost of the latter and the unavailability of electric current in many places.

The idea of these patents is to provide a razor blade having a tightly-adherent coating. U. S. 2,292,417 discloses compositions of shaving materials suitable for coating a razor blade. Among the shaving materials are beeswax, paraffin wax, carnauba wax, Chinese insect wax, palmitic acid, and stearic acid. These materials are preferably compounded with an ingredient to increase the surface activity of the composition, such as oleic acid, camphor, menthol, and thymol. A formula said to be desirable comprises 100 parts by weight of beeswax and 10 parts of oleic acid. The ingredients are heated in order to melt them and the razor blade is simply dipped in the melted composition, thereby leaving a thin film of the composition on the razor blade. In use all that need be done, according to the patent, is to wash the face in the usual manner leaving it wet, and then dip the coated razor in the water and start shaving, the face being kept wet during the entire operation.

Claim 1 follows:

An article of manufacture consisting of a razor blade having a shaving preparation tightly-adherently mounted thereon which is solid at ordinary temperatures, said preparation comprising material selected from a group consisting of beeswax, paraffin wax, carnauba wax, Chinese insect wax, stearic acid, and palmitic acid, and including surface-active material which is slightly soluble in water and promotes rapid self-spreading of the preparation in a film upon the surface of water when the latter is contacted thereby.

U. S. 2,292,418 employs the coating on razor elements other than the cutting blade also, and provides a guard for safety razors having a shaving composition adherently mounted thereon.

Claim 1 follows:

A safety razor characterized by a shaving composition adherently incorporated with the shaving head thereof, which composition includes surface-active

MYSORE GOVERNMENT
Sandalwood
~~ Oil ~~

Distilled from
Santalum Album

INSIST ON ORIGINAL CANS AND CASES

Sole Agents for the United States
In Canada: *Sole Agents*
W. J. BUSH & CO. (*Canada*) Ltd. Montreal

W. J. BUSH & CO.
(Incorporated)
Essential Oils
New York
Chicago National City, Calif. Montreal

CHARLES B. CHRYSTAL CO., INC.
55 PARK PLACE • NEW YORK 7
Established 50 Years
PLANT: JERSEY CITY, N. J.

TALC—
Domestic
Canadian
French
Italian

KAOLIN
BENTONITE
KALINITE
FULLERS EARTH
PRECP. CHALK
CHINA CLAY

CHARLES B. CHRYSTAL MINERALS, CLAYS, COLORS 1892 NEW YORK

material which, when the composition is contacted by water, promotes a slow exhaustion of the composition from the shaving head and a rapid self-spreading of the composition as exhausted in a film upon the surface of the water.

U. S. 2,292,419 discloses improved shaving preparations, the nature of which is indicated by claim 1 which follows:

A shaving preparation which is solid at ordinary temperatures and is comprised of a preponderant portion of beeswax and a minor portion of mineral oil, by weight, together with substances which are surface-active and promote a rapid self-spreading of the preparations in a film upon a wet surface when the latter is contact thereby, said surface-active substances including oleic acid in an amount substantially four percent of the whole preparation, and a modicum of thymol.

Conclusion

The foregoing resume of U. S. patents dealing with shaving preparations, while admittedly perhaps not exhaustive, nevertheless is believed to point strongly to the conclusion that research in this field should well prove to be rewarding.

Recent Patents

U. S. 2,470,298—**Abbott Labs—Powdered Medicine Dispenser.**

U. S. 2,470,490 and 2,470 491—**American Cyanamid—Purification of Pteroylglytamic Acid.**

U. S. 2,470,585—**American Cyanamid—2-Thioureido-4-methyl Thiazole HCl.**

U. S. 2,470,703—**American Home Products Corp.—Obtaining Fat-Soluble Vitamin-Containing Materials from Oil.**

U. S. 2,470,739—**American Cyanamid—Carboxythiophanes.**

U. S. 2,470,777—**Wisconsin Alumni Research Foundation—Preparation of 10, 11-Dihydro-7-R-Phenanthro-(2, 1-d) Isoxazoles.**

U. S. 2,470,955—**Sterling Drug—Protein Hydrolysate, containing Essential Amino Acids.**

U. S. 2,471,047—**Wisconsin Alumni Research Foundation—Synthesis of 4-Hydroxycoumarins.**

U. S. 2,471.090, 2,471,091, 2,471.092 and 2,471,093—**Indiana University Foundation—3-Thenyl Compounds.**

U. S. 2,471,339—**Nuodex Products Co.—Long-chain Amine Salts as Fungicides and Bactericides.**

U. S. 2 471,394—**R. Gubner—Therapeutic for Rheumatic Fever.**

U. S. 2,471,441—**A. B. Moore—Lipstick and Rouge Container.**

U. S. 2,471,518—**Pyridium Corporation—Nicotinic Acid Amide Process.**

U. S. 2,471,621 and 2,471,622—**Ciba Pharmaceutical—Organic Mercurials.**

U. S. 2,471,829—**Purdue Research Foundation—Hydrocarbonoxy-bis Trifluoromethyl Benzenes.**

U. S. 2,472,292—**Pyridium Corporation — Benzylideneamino Compounds of Pyridine.**

U. S. 2,472,433—**Abbott Labs.—Biotin Intermediates—Tetrahydrothiophene derivatives.**

U. S. 2,472,453—**Merck—Streptomycin Composition of Reduced Toxicity. Contains 8-16 percent of calcium chloride.**

U. S. 2,472,458—**American Cyanamid—Imidazolido Thiophanes.**

U. S. 2,472,476—**Hardt Foundation—Anti-Peptic Ulcer Composition. Contains animal mucin, aluminum hydroxide and magnesium trisilicate.**

U. S. 2,472,496—**American Cyanamid—1-Carbethoxy-4-methyl-piperazine and Salts thereof.**

2,472,992 — **G. Szekely — Evaporator for Therapeutic, Sterilizing and Insecticidal Liquids.**

(To be continued)

TL Beeswax

- PURE WHITE
- EXTRA QUALITY
- ABSOLUTELY PURE
- ABOVE U.S.P. STANDARDS

Samples will gladly be sent on request—at no obligation.

Serving The Trade For 97 Years

THEODOR LEONHARD WAX CO., INC.
HALEDON, PATERSON NEW JERSEY
Western Distributor: A. C. Drury & Co., 219 E. North Water St., Chicago, 11, Ill.

VANILLIN
ZIMCO® LIGNIN VANILLIN C. P., U. S. P.
A Natural Source Vanillin Originated and Manufactured in the United States.
A Finer Vanillin of Exquisite Aroma.
VERATRALDEHYDE
Gives a Heliotropin note much stronger than Heliotropin.
Vanillin Division
GENERAL DRUG COMPANY
170 VARICK ST., NEW YORK 13, N. Y.
445 LAKE SHORE DR., CHICAGO 11 SHIPPING POINT
FACTORY: WAUSAU, WIS. ROTHSCHILD, WIS.

THE ESSENTIAL OILS
by ERNEST GUENTHER, Ph.D.
Vice President and Technical Director
Fritzsche Brothers, Inc.

This great reference work is based upon wide experience in the field and factory, careful research in the laboratory, and exhaustive search of the original literature covering the production, analysis, chemistry and applications of the essential oils.

Its achievement has been made possible by the collaboration of outstanding chemists, specialists in their several fields, who have worked closely with the editor and chief contributor, Dr. Ernest Guenther, to provide a detailed and world-wide coverage of the sources, production, chemistry and technology of the essential oils.

The result of their cooperation is an all-embracing reference work, containing the latest information on essential oils—from their origin in the plant and the first stages of their recovery to their final processing and utilization.

Vol. I History—Origin in Plants—Production—Analysis
448 pages, illustrated
Cloth, $6 postpaid

Vol. II The Constituents of Essential Oils
852 pages, Cloth
$10 postpaid

Book Department
DRUG & COSMETIC INDUSTRY
101 West 31st Street New York 1, N. Y.

Industry's Books

(*Continued from page 221*)

Aureomycin—A New Antibiotic, Roy Waldo Miner, Editor, 342 pp., Annals of the New York Academy of Sciences, Vol. 51, The New York Academy of Sciences, New York, $2.50.

This monograph consists of sixteen articles that discuss a new antibiotic from a recently described species of the Actinomycetes. This is a sole organism which seems to have escaped previous notice in mycological science. According to Doctor Duggar, in his paper, Aureomycin is evaluated in relation to the role which it may promise to play safely in the treatment of disease, and by the qualities which it may display as a systemic and an effective chemotherapeutic agent. This evaluation is presented by recognized leaders in the fields of experimental, clinical, and other aspects of medicine and medical work who have given it hospital trial and made their judgements as to its future possibilities.

The National Formulary 1949, The British Medical Association, London, 128 pp., pocket size, 2.6d.

This prescribers' formulary is the work of the Joint Formulary Committee, recommended by the British Medical Association and the Joint Committee on a National Pharmaceutical Service. Contents: Notes for Prescribers—Barbiturates, Enemas, Hormones, Liver Therapy, Sulphonamides. Prescriptions for Dangerous Drugs. Prescriptions for Schedule IV Poisons. General Notices. Formulary—General Section, Infants' Section. Appendices—Proprietary Preparations. Gas Cylinders. Metric and Imperial Equivalents. Equivalent Metric and Imperial Doses. Index.

Natural Products Related To Phenanthrene, by Louis F. Fieser and Mary Fieser, Department of Chemistry, Harvard University, Third Ed., 704 pp., Reinhold Publishing Corp., New York, $10.

Since publication of the second edition of this monograph in 1937, interest in the unique group of naturally occurring phenanthrene derivatives has mounted to a high pitch and the literature has been expanded by the appearance of hundreds of papers on the chemistry, metabolism, pharmacology, and clinical applications of the important physiologically-active members of the series. It is a fully critical survey, and includes a number of new correlations and interpretations of data. The monograph is addressed not only to chemists, biochemists, and medical investigators directly interested in the specialized field, but also to workers in other fields, who now have easy access to a wealth of new techniques of experimentation, new schemes of synthesis, and new theoretical concepts that have resulted from the spectacular advances in the chemistry of the steroids and related products.

Developing and Selling New Products, A Guidebook for Manufacturers, by Gustave E. Larson, Marketing Division, United States Government Printing Office, Washington, 75 pp., 25c.

Manufacturers looking for new products to round out their lines and keep their employees and machinery working full time will be helped in their search for likely ideas by a new U. S. Department of Commerce publication, "Developing and Selling New Products." Based on first-hand information supplied by 100 business firms which have successfully developed and sold many new products, the booklet describes methods of locating new product ideas; selection of a product and its preparation for the market.

MOULDS
for
LIPSTICKS
MASCARO
SUPPOSITORIES
STYPTIC PENCILS
and DIES for ROUGE
COMPACT POWDER
Write for Catalog
A. CAVALLA, INC. 163 West 18th Street, New York, 11, N.Y.

POLAK & SCHWARZ, INC.
667 Washington St. New York 14, N. Y.
Perfume Bases
Compositions and Specialties
Essential Oils Flower Oils
Terpeneless Oils Aromatic Chemicals
Ethers and Esters
Flavors and Extracts

ampco
YOUR PROBLEMS will find considerate and careful attention in our well equipped PRIVATE FORMULA PLANT.
Unsurpassed in the development and compounding of Private Formulas.
Complete Laboratory Facilities. For Quotations Call or Write:
AMINO PRODUCTS CORP.
1201 North La Brea
Los Angeles 38, Calif.

SEYDEL
BENZOIC ACID U. S. P. and Tech.
BENZYL ALCOHOL F. F. C.
BENZYL BENZOATE U.S.P.
ETHYL AMINO BENZOATE U.S.P.
PARA AMINOBENZOIC ACID PURIFIED
SODIUM BENZOATE U.S.P.
Booklet describing "Seydel" fine chemicals available on request.
SEYDEL CHEMICAL COMPANY
Established 1904 JERSEY CITY 2, N.J. Cable Address "SIZOL"

SEIL, PUTT & RUSBY, Inc.
EARL B. PUTT, PRESIDENT AND DIRECTOR

Analytical and Consulting Chemists
Formerly Experts for U. S. Dept. of Agriculture

Analyses Made — Formulas Developed
Research Investigations Conducted

Specialists in the Analysis of

Beverages — Essential Oils
Flavoring Extracts — Toilet Preparations
Foods — Spices — Drugs
Proprietary Medicines — Special Formulas
Pyrethrum, Rotenone and other Organic Insecticides

Lab's: 16 East 34th St. New York, N. Y.
Telephone MUrray Hill 3-6368

IMPROVE YOUR FORMULA
Perhaps I can make it taste better, smell better, look better and keep better. Either Medicinal or Cosmetic.
Also, labeling and advertising revised to conform with FEDERAL and STATE laws and regulations.
GEORGE W. PEGG, Ph. C.
Consulting Chemist
75 LAFAYETTE AVE., E. ORANGE, N. J.
Telephone ORANGE 5-0377

***ARLINCO RESEARCH LABORATORY, INC.**
Research, Formulation and Application to the Industry.
Ethical Pharmaceuticals, Drugs, Cosmetics and Perfumery.
333 W. 52nd St., New York 19, N. Y.
PLaza 7-3708
* A-R-L-inco means: Applied Research Laboratory, Incorp.

FOOD RESEARCH LABORATORIES, INC.
Founded 1922
Philip B. Hawk, Ph.D., President
Bernard L. Oser, Ph.D., Director
Research ◆ Analyses ◆ Consultation
Biological, Nutritional, Toxicological Studies for the Food, Drug and Allied Industries
48-14 33rd Street, Long Island City 1, N. Y.

FOSTER D. SNELL, INC.
CHEMICAL & ENGINEERING CONSULTANTS
DERMATOLOGICAL & BACTERIOLOGICAL STUDIES
COSMETIC FORMULATIONS DEVELOPED
TOXICITY, STERILITY & PATCH TESTS
29 W. 15th St. N. Y. 11, N. Y. WA 4-8800

EVANS RESEARCH & DEVELOPMENT CORP.
Chemical research—processes—products
Special facilities for cosmetics
SEND FOR BOOKLET "D"
250 E. 43rd St., N. Y. 17, N. Y. MU. 3-0071

RONALD CLARKSON
Tablet Consultant
A complete Advisory Service on New Tablet Products–New Tablet Applications–Special Coating Problems–Formula Developing–Production Methods–Plant Layout. Pharmaceutical–Chemical–Industrial–Food–Confections–Cosmetics–Toiletries.
1905 GRANT AVE., PHILADELPHIA 15, PA.
ORchard 3-4306

ALBERT B. PACINI, Sc.D.
Cosmetic Consultant
Processes • Products
208 N. Maple Ave. East Orange, N. J.
Tel.: ORANGE 2-7806

Professional Service and Classified Advertising

Machinery For Sale

UNION
Rebuilt Machinery
Established 1912

LATE TYPE EQUIPMENT PRICED FOR QUICK SALE

CRCO New way and New Unused Burt. Adj. to 1 gal. Can or Bottle Wrap-Around Labelers.

Day & Robinson 100 to 4000 lbs. Dry Powder Mixers and Sifters.

Filler Machine late models from 1 to 8 Piston Stainless Steel Fillers.

Stokes & Smith Automatic Duplex Powder Filler and Capper.

World Semi and Fully Automatic Rotary and Straightaway Labelers.

Stokes & Colton Late Style Rotary & Stokes T Tablet Machines.

Triangle U-1 Auger, G2C and A-60A Electri Pak Fillers.

Pneumatic Scale & Resina Single Head Auto Cappers.

Package Machinery Co. FA and FA2 Auto Wrappers.

Hayssen 3-7 and Knapp JS Wrappers.

Many Other Items of Interest in Stock Fully Guaranteed

Tell Us Your Requirements

Union STANDARD EQUIPMENT CO.
318-322 LAFAYETTE ST., N. Y. 12, N. Y.

FIRST, Check with FIRST for good equipment. Large stock of Tablet Presses, Stokes, Colton and Kux; Stainless Steel Mixers, Kettles, Tanks, Evaporators, Dryers, Extractors, Centrifugals, Colloid Mills, Pulverizers, Filling and Labeling Equipment. Wrapping and Packaging. Send for latest bulletin. First Machinery Corp., 157 Hudson st., New York 13, N. Y.

FOR SALE: U. S. Stainless Steel Colloid Mill 5 HP; Standard Automatic "Samco Jr." Vac. Bottle Fillers; Three Roll W. C. Steel Mills, 3" x 9", 9" x 32", 12" x 30" and 16" x 40"; 12" x 36" vertical 4—roll steel W. C. Mill; Buffalo Vac. Drum Dryer 24" x 20"; Devine Vac. Shelf Dryers, Rotary Dryers; Abbe Blutergess Sifters; Day Rotex Sifters; Pebble, Jar and Ball Mills; Stokes vert. high vac. Pumps; Homogenisers; Knapp Can Labeler; Stokes and Smith and Day Powder Fillers; Day Powder Mixers, 50 to 2500 lbs.; Sealing, Closing and Wrapping Machines; Colton Tube and Jar Fillers and Closers; Edson 6 and 8 spout siphon bottle Fillers; Stokes and Colton Rotary and Single Punch Tablet Machines ½" to 2¼". Sharples Centrifuges. Tolhurst Centrifugals 20" to 48". Sperry & Shriver Filter presses 12" to 42". New stainless steel tanks. Stainless steel, glass lined, aluminum, copper, iron and steel, jack. Kettles and Tanks. New portable, elec. Mixers, ¼ to 2 H.P. Pumps. Liquid & Paste Mixers. Filters. Grinders. Crushers and Pulverizers. Stills. Soap Machinery, etc. Send for special bulletin. We buy your surplus equipment. Stein Equipment Co., 90 West Street, New York 6, N. Y.

Machinery For Sale

FOR SALE: 6—Colton 3DT single punch Tablet Machines, ⅜" belt drive, ½ HP Motor; 2—Colton F, ¾" belts; 1—Colton No. 4 1½" 1¼"; 5—Stokes Rotary RD1 and RD4, 1"; 1—Stokes Rotary DD dbl. Hopper, clutch pulley and 5 HP motor; 8—Dry Powder Mixers, 50 lb. to 2000 lb.; 3—Package Machinery Co. F9 Cellophane Wrapping Machines; 1—Standard Knapp No. 429 auto. Carton Gluer-Compression Unit; 9—World or Ermold Semi-automatic Labeling Machines; 2—World Rotary Automatic Labellers, motor driven, Late serial number; 1—Stokes 79-80 Filler, Closer and Clipper, motor driven; 60—Stainless Steel, Aluminum, Copper, Glass lined, Jacketed Kettles, some agitated; 1—Karl Kiefer Rotary 8-spout Vacuum Filler; 1—No. 2th Micro-Pulverizer; 1—No. 4th; 66—Tanks 26—Stainless Steel, 250, 350 gal.; 40—Aluminum 800, 650, and 250 gal. Send for latest copy of "Consolidated News" listing complete stock. We buy your surplus equipment. Consolidated Products Company, Inc., 14-15 Park Row, New York 7, N. Y. Phone: Barclay 7-0600.

ROY ALLEN HIGH SPEED 4 x 8 and 6 x 12 THREE ROLLER MILLS FOR WET GRINDING AND DISPERSION. WATER COOLED. ROLLER BEARINGS THROUGHOUT. WRITE WESTER ROY ALAN CORP., TORRANCE, CALIFORNIA.

REBUILT Stokes & Colton Rotary 16-punch tablet presses; Mikro Pulverizers—Bantam, No. 1, No. 2, and No. 4; Glascote 75 gal., jktd. and agit. Glass Lined Kettle. Perry Equipment Corp., 1523 W. Thompson St., Philadelphia 21, Pa.

Machinery Wanted

HIGHEST PRICES PAID FOR GOOD EQUIPMENT. FIRST MACHINERY CORPORATION. 157 Hudson St., New York 13, N. Y.

GET MORE FOR YOUR SURPLUS EQUIPMENT: List it with our bureau and sell directly to the next user. 50,000 manufacturers get our offerings regularly. They need such units as Fillers, Mixers, Labelers, Tablet Machines, Pharmaceutical Equipment, or what have you to sell. For quicker action and better price, send full details and your price to Equipment Finders Bureau, 6 Hubert St. New York 13, N. Y.

Help Wanted

SALESMEN well acquainted in trade wanted to sell corrugated boxes for leading N. Y. manufacturer. Full or part time. Box 6000 A, 1474 Broadway, New York 18, N. Y.

Business Opportunities

LANOLIN CREAM GROOM for the hair, pure white, finely perfumed emulsified liquid cream, 3 oz. fancy lotion bottles, your label, 12 cents bottle. J. O. Thompson, 1566 East 18th St. Cleveland 14, Ohio.

MANUFACTURERS of cosmetics, specialties, ointments. Packaging Service. Your inquiries solicited. Mount Vernon Laboratories, Pelham, New York.

WANTED: Drugs, chemicals, pharmaceuticals, botanicals, solvents, vitamins, gums, waxes, aromatics, toiletries. Other raw materials, finished products, etc. Chemical Service Corporation, 90-02 Beaver Street, New York 5, N. Y.

ORGANIZED ITALIAN FIRM: Interested in popular preparation to be launched by publicity. Manufacturing rights requested. Write Laboratori Domet, 316 Corso Francia, Turin, Italy.

COLLAPSIBLE TUBES AND JARS FILLED—Contract work on pharmaceutical and cosmetic preparations, ointments, dentifrices, shampoos, shaving preparations, deodorants, detergents and allied materials. Manufacturing facilities available for small and large runs. Inquiries invited. Military Packaging Service, Oceanside, Long Island, N. Y.

COSMETIC CREAM PLANT WANTED. Interested in acquiring well equipped small plant with capacity of about 5,000 four-ounce jars a day. Midwest preferred. Box AU-1, DRUG & COSMETIC INDUSTRY.

M&R MAGNUS

Builders of
PRODUCT PREFERENCE
through QUALITY ESSENTIAL OILS,
PERFUMING MATERIALS and
CONCENTRATED FLAVORS
Since 1895

MAGNUS, MABEE & REYNARD, INC.
SINCE 1895 . . . ONE OF THE WORLD'S GREATEST SUPPLIERS OF ESSENTIAL OILS
16 DESBROSSES STREET, NEW YORK 13, N. Y. • 221 NORTH LaSALLE STREET, CHICAGO 1, ILL.

Write for new descriptive booklet

Cachalot®
cetyl oleyl stearyl
fatty alcohols

M. MICHEL AND COMPANY, INC.
90 BROAD STREET • NEW YORK 4, N. Y.
since 1926 basic suppliers to chemical manufacturers and distributors

MOULDS
LIPSTICK • SANITARY LIPSTICK
• STYPTIC PENCILS •
SUPPOSITORIES • MASCARA

PROGRESSIVE MACHINE WORKS
137 West 22nd St., New York 11, N. Y.

ROUGE • COMPACT POWDER
also
PUNCHES FOR TABLETS
DIES

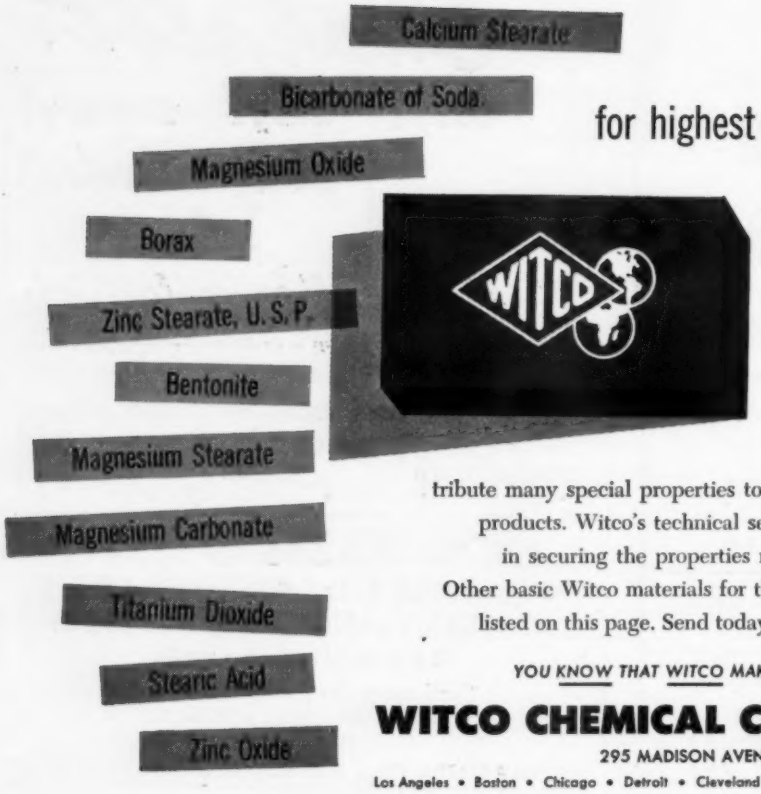
High Grade COSMETIC Powders
Tamms
● Powdered Talc ● Infusorial Earth
● English Kaolin ● Clay and Silica
● Precipitated Chalk
Send today for prices and samples.
Write us about your special needs.
Dept. RM-11
TAMMS SILICA CO., 228 N. LaSalle St., Chicago 1

COSMETIC SAMPLING?
We are specialists at it!!
Perfumed blotters
die cut novelties
powder sampling
cellophane heat sealing
Sales Promotion Pieces
Printing for the Cosmetic Industry
The Elm Press-COSMETIC DIVISION
150 WEST 22nd ST., N. Y., CHelsea 2-1277-8

Flavor Chemicals
FOR BUTTER TYPE FLAVORS
Diacetyl • Acetyl Propionyl
Acetyl Iso-Butyryl • Acetoin
FOR PINEAPPLE IMITATIONS
Allyl Caproate • Allyl Caprylate
Allyl Heptoate
FAIRMOUNT
CHEMICAL CO., INC.
136 LIBERTY STREET • NEW YORK 6, N. Y.

falba
Reg. U. S. and Foreign Countries
ABSORBS 5 TIMES ITS WEIGHT OF WATER
THE ORIGINAL ABSORPTION BASE
Write for suggested formulae
Pfaltz & Bauer, Inc.
EMPIRE STATE BLDG., NEW YORK 1, N. Y.

ALL GRADES OF
REFINED GLYCERINE
U. S. P. B. P.
YELLOW DISTILLED
HIGH GRAVITY
DYNAMITE
REFINERIES LOCATED AT
★ Brooklyn, N. Y.
★ Jeffersonville, Ind.
★ Jersey City, N. J.
★ Berkeley, Calif.
★ Kansas City, Kans.
COLGATE-PALMOLIVE-PEET CO.
GLYCERINE DEPT. • 105 HUDSON STREET
JERSEY CITY 2, NEW JERSEY



for highest purity drugs and cosmetics

—WITCO QUALITY STEARATES

The metallic salts of stearic acid contribute many special properties to a large number of drug and cosmetic products. Witco's technical service staff will glady assist you in securing the properties required in your particular products. Other basic Witco materials for the drug and cosmetic industry are listed on this page. Send today for complete information and samples.

YOU KNOW THAT WITCO MAKES HIGHEST QUALITY PRODUCTS

WITCO CHEMICAL COMPANY MANUFACTURERS AND EXPORTERS

295 MADISON AVENUE, NEW YORK 17, N. Y.

Los Angeles • Boston • Chicago • Detroit • Cleveland • Akron • San Francisco • London and Manchester, England

ADVERTISING INDEX

Albek, Inc. Albert 198
Alsop Engineering Corp. 195
American Alcolac Corp. 228
American Cholesterol Products, Inc. 198
Amino Products Corp. 241
Anchor-Hocking Glass Corp. 170-171
Ansbacher Siegel Corp. ..... Insert facing 133
Armstrong Cork Company ..... Insert facing 165
Atlas Powder Co. 135

Baker Chemical Co., J. T. ..... Insert facing 176
Beauty Fashion 139
Bridgeport Metal Goods Mfg. Co. 200
Bromund Company, E. A. 132
Burke Company, Edward S. 230
Bush Aromatics, Inc. 223
Bush & Co., W. J. 239

Calco Chemical Division 136
Calif. Fruit Growers Ex. ..... Insert facing 140; 238
Callot Soeurs 235
Carr-Lowrey Glass Co. 168
Cavalla, Inc., A. 241
Chrystal & Co., Charles B. 239
Colgate-Palmolive-Peet Co. 243
Commercial Solvents Corp. 131
Continental Can Co. 173
Crown Cork & Seal Co. 172

Danco, Inc., Gerard J. 203
Devold Oil Co., Inc., Peder 224
Dodge & Olcott, Inc. ..... Insert facing 137
Dow Chemical Co. ..... Insert bet. 140-141
Dreyer, Inc., P. R. ..... Insert bet. 140-141
Durlin Corp. ..... Insert facing 212

Economic Machinery Co. 231
Elm Press, The 243
Emery Industries, Inc. ..... Insert bet. 136-137
Eppenbach, Inc. 192
Ertel Engineering Corp. 195

Fairmount Chemical Co., Inc. 243
Felton Chemical Co., Inc. ..... Insert facing 208
Filter Paper Company 234
Firmenich & Co., Inc. ..... Insert facing 132
Florasynth Labs, Inc. 174
French, Inc., Benj. 206

Gair Co., Inc., Robert ..... Insert bet. 172-173
General Drug Company 240
Gesell, Inc., R. 232
Givaudan-Delawanna, Inc. ..... Insert bet. 128-129
Glycerine Producers Assn. 133
Goldschmidt Chem. Corp. ..... Insert facing 197
Greeff & Co., R. W. 230

Heyden Chemical Corp. ..... Insert facing 129
Hinde & Dauche Paper Co. ..... Insert facing 136
Hoffmann-LaRoche, Inc. 214
Hormann & Co., F. R. 210
Horn, Horn 236
Huisking & Co., Inc., Chas. L. 224

Industrial Chemical Sales ..... Cover 2
Inland Alkaloid Co. 237

Jelly & Co., Walter H. 202

Kelton Cosmetics Co. 229
Kessler Chemical Co. 216
Klinker Mfg. Co. 216
Kohnstamm & Co., H. ..... Insert facing 213
Kolmar Laboratories ..... Insert facing 205
Kraft Foods Company 129

Leonhard Wax Co., Theodor 240
Lueders & Co., George ..... Insert bet. 136-137
Lukens Steel Company 190

Magnus, Mabee & Reynard, Inc. 243
Mallinckrodt Chemical Wks. ..... Insert facing 141
Mantrose Corp., Inc. 206
Maryland Glass Corp. ..... Insert facing 164
Mateer & Co., G. Diehl 211
Michel & Co., Inc., M. 243

National Aniline Division, Allied Chemical & Dye Corp. 233
Naugatuck Aromatics ..... Insert facing 128
Neumann, Buslee & Wolfe, Inc. 234
New Jersey Zinc Co. 222
N. Y. Quinine & Chemical Works, Inc. 184
Norda Essential Oil & Chemical Co., Inc. ..... Insert facing 221

Owens-Illinois Glass Co. ..... Insert facing 188

Parsons Imports, M. W. 200
Penick & Co., S. B. 128
Pennsylvania Glass Products Co., Inc. 166
Pennsylvania Refining Co. 138
Pfaltz & Bauer Co., Inc. 243
Pfizer & Co., Inc., Chas. ..... Cover 4
Polak & Schwarz, Inc. 241
Polak's Frutal Works 226
Potdevin Machine Co. 195
Progressive Machine Works 243
Pulverizing Machinery Company 194

Raleigh Hotel 237
Reheis Company, Inc. 236
Richford Corp. 225
Roure-Dupont, Inc. 182

Santonin Company of America, Inc. 224
Scoville Manufacturing Co. ..... Insert facing 189
Seeley & Co., Inc. 235
Seydel Chemical Co. 241
Sheffield Tube Corp. 125
Standard Cap & Moulding Co., Inc. ..... Insert facing 173
Standard Oil Co. (Indiana) 127
Standard Pharmacal Co. 238
Stanton Laboratories, Inc. 137
Stokes Machine Co., F. J. ..... Insert facing 172
Stokes & Smith Co. 194
Strand Hotel 235
Strong Cobb & Co., Inc. ..... Insert facing 196
Summit Chemical Sales Products Corp. ..... Insert facing 220
Sturge Ltd., John & E. ..... Insert facing 209
Swindell Bros., Inc. 162
Synfleur Scientific Labs, Inc. ..... Insert facing 177
Syntomatic Corp. 134

Tamms Silica Company 243
Terkelsen Machine Co. 202
Thurston & Braidich 232
Tombarel Products Corp. 178
Trade-Mark Record Book 210

Ungerer & Co., Inc. ..... Cover 3
U. S. Automatic Box Machy. Co. 186
U. S. Bottlers Machinery Co. 192

van-Ameringen-Haebler, Inc. ..... Insert bet. 132-133
Vanderbilt Co., R. T. 203
Verley & Company, Albert ..... Insert bet. 180-181
Verona Chemical Co. ..... Insert facing 204

Watford Chemical Co., Ltd. 140
Welch, Holme & Clark, Inc. 227
Will & Baumer Candle Co. 130
Witco Chemical Co. 244
Wolf & Co., Jacques 228